A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

March 9, 1970

International Commerce

SEMIANNUAL

CHECKLIST

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PUBLICATIONS BY COUNTRY ✓

New list of Commerce Department publications covers over 160 foreign markets

A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Trade Winds Newsletter

Company News

COMMERCIAL SERVICES—ITC Commercial Credit Card, Inc., New York, has introduced a credit card payment plan for exporters and importers in 27 nations, mainly in North America, Europe and the Far East. The plan, in conjunction with the United Cargo Corp. intermodal transportation system, aims at providing international traders with faster, more simplified service in the sale and movement of goods. United Kingdom operations are being handled by Commercial Credit Card, Ltd., and United Cargo Containers, Ltd., both of London.

CONSTRUCTION—The Badger Co., Inc., Cambridge, Mass., subsidiary of Raytheon Co., received a contract for the design and procurement of a 60 million pounds-per-year acrylonitrile plant for Tong Suh Petrochemical Corp., Ltd., Ulsan, Korea. The Massachusetts office will execute the U.S.-funded portion of the contract including process design and American procurement. Badger (Belgium) N.V. will handle the detailed designs in Antwerp and act jointly with Sybetra, F.A. in furnishing additional procurement and equipment supply. A $20 million project, this will be the first acrylonitrile plant in Korea producing monomers for domestic use in Korean fiber plants. Plant completion is scheduled for the fall of next year.

SOAP—A special advertising and promotional campaign, "Use More Soap," will be conducted by the National Renderers Assn., Des Plaines, Ill. and the Taiwan Soap and Detergent Manufacturers. The campaign will be staged during the spring months throughout Taiwan. This will mark the fourth year of such a campaign, which has proved successful in expanding markets for U.S. tallow.

EXPORT SERVICES—Bangor Punta Corp. has formed Bangor Punta World Trade Co., located at its Greenwich, Conn. headquarters, responsible for foreign licensing and joint ventures, and to assist other subsidiaries and divisions in the promotion and financing of exports. Bangor Punta owns or has a controlling interest in Piper Aircraft Corp., Smith & Wesson, Waukesha Motor and other companies in the equipment, professional engineering, agricultural, leisure time and textile fields.

Welcome to the Mid-America International Agribusiness Council, a world trade promotion unit set up by the agricultural departments of 12 Midwestern States. It began operations this month at the Chicago office of the Illinois Department of Agriculture. While the Council will be making major efforts to sell farm commodities overseas, it also will be promoting the export of farm machinery and related products. A July, 1971 trade fair in the rebuilt McCormick Place in Chicago is among MIATCO's plans. State business development offices around the country will be watching this cooperative effort.

U.S. products in the nuclear instrumentation field again found receptive European buyers. It happened at a mid-February exhibition at the Frankfurt U.S. Trade Center, where 34 U.S. firms recorded $395,000 in floor sales and projected $2.9 million more in sales over the next 12 months. Of the four exhibiting firms looking for agents, two signed agreements and 16 other candidates were still being considered at show's end.

If U.S. inflation is controlled, will the country's usual comfortable trade surplus return? Not necessarily, warns Commerce official Lawrence A. Fox. "Even if the bulk of the trade surplus deterioration were due to inflation, an important point must be noted: the damage has already been done, and imports and exports are nearly even now," he asserts. What this means is that special efforts are now needed to get the export growth rate rising faster than that of imports.

Business travelers leaving the country during March and remaining away past Census Day, April 1, may use a special one-page simplified version of the regular questionnaire, to be sure they are enumerated. Commerce's Census Bureau has worked up this special form, which is in addition to the one distributed by U.S. Embassies to Americans living abroad. The short form will be available from air and sea passenger lines during March.

An America Weeks promotion in the Central Department Stores, Bangkok, using a SPACE USA theme, drew extensive press and TV coverage, and the crowds followed. The store placed on sale its special purchases of U.S. consumer items valued at $468,000 from the U.S. port of exit. Supporting displays included a full-scale outer space exhibit, two art exhibits, and a model kitchen and bedroom.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

in this issue

The semiannual Checklist of International Business Publications furnishes American exporters with immediate reference to each publication dealing with world trade published by the Commerce Department's Bureau of International Commerce and Census Bureau. The current listing, which covers pages 17-38 of this issue, includes reports on 166 foreign nations, territories and market areas of interest to U.S. traders. An order form is included.

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Special Report

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U.S. trade with developed nations expands strongly

Europe, Canada account for most of export gain; import rise largely from Canada, Japan

The geographic distribution of the U.S. foreign trade advance was uneven during 1969. Strong increases in the exchange of goods with the developed countries were accompanied by more modest gains in trade with the economically less advanced nations.

About two-thirds of the $3.3 billion or 10% expansion in our exports—to a level of $37.3 billion, excluding military grant-aid—resulted from substantially higher shipments to Western Europe and Canada. On the import side, it was greater deliveries from Canada and Japan that contributed most of the 9% increase, to $36.1 billion. The modest improvement in the merchandise trade balance to $1,262 million reflected principally the sharp increase in our surplus with Western Europe as imports from that area showed no growth from the preceding year.

The longshoremen's strike, which closed all Atlantic and Gulf coast ports for periods ranging up to four months, had a substantial impact on trade with most major world areas in the first half. The movement of goods to and from Western Europe and the American Republics was particularly affected, though some shipments that normally move through East and Gulf ports were diverted to West coast terminals. The greater use of air cargo also moderated the strike impact. Nevertheless, it is estimated that total trade losses caused by the dockstrike amounted to $700-$900 million for exports and $300-$500 million for imports.

The developed countries continued to increase their share in U.S. foreign trade during 1969. Advancing by 12% over the preceding year—well above the average rate of growth of 7.4% registered in the 1960-68 period—exports to these nations expanded their proportion of the U.S. total to 70.2%. The comparable ratio stood at 66.7% in 1965 and 64.4% in the beginning of this decade. The 10% rise in purchases from the developed countries last year pushed their import share to 73.4%. In 1960, these countries accounted for 59.6% of our import total.

Trade with the developing regions also showed increases, but at considerably slower rates than in 1968. The export advance fell to 4% from 9%, while imports showed a rise of 6% as opposed to 16% the year before.

Trade with Canada rises

Advancing by 13% for the second year in a row U.S. exports to Canada climbed to $9.1 billion in 1969. Although economic activity in that country slowed considerably in the second half, our exports benefited from high levels of business activity earlier in the year and in late 1968. Investment spending in Canada was particularly buoyant in 1969 after a downturn the preceding year, providing the major impetus for a strong acceleration in our shipments of machinery. Showing sharp gains were computers, construction equipment, and telecommunications apparatus. Continued increases in industrial production north of the border led to larger deliveries of steel and chemicals. In steel, a substantial part of the increase was related to shortages in Canada stemming from the long strike by its steelworkers.

Shipments of automotive products rose by 15% but the advance was substantially more moderate than in the previous year. Most of the increase consisted of parts and accessories for assembly at Canadian plants where auto production increased strongly. A sharp rise was recorded in exports of agricultural products, particularly corn and soybeans, large quantities of which were transshipped to Western Europe.

Although U.S. imports from Canada rose by 15% to a total of $10.4 billion, the rate of increase was considerably below the 1968 advance of about a fourth. This slowdown resulted from a decline in imports of metals and a smaller rate of growth in arrivals of automotive products. The reduction in copper, steel, and aluminum imports reflected primarily the absence of strike-related purchases which contributed heavily to the 1968 advance. The large drop in the inflow of iron ore was attributed to strikes at Canadian facilities. Sluggish U.S. auto demand retarded deliveries of cars as well as parts.

On the other hand, the high level of investment spending in this country continued to stimulate imports of machinery. Increased U.S. requirements for such industrial materials as petroleum, newsprint, and woodpulp also contributed importantly to the rise.

Stimulated by the expanding requirements of booming economies, exports to Western Europe climbed by 11% last year. This was the most rapid rate of expansion since 1964. Had it not been for the speedup in deliveries in late 1968 and the losses in shipments caused by the dockstrike, the advance in exports would have been greater. Reflecting the impact of the shipping tie-up, exports dipped in the first half but recovered rapidly in the final six months.

Exports to the countries of the European Economic Community were particularly buoyant, under the stimulus of accelerated investment spending and strong gains in industrial production. Accordingly, deliveries of machinery and industrial supplies led the climb in shipments to the area. Demand was especially strong for our steel and associated materials—coal, scrap, and certain alloys—as supply problems developed on the Continent despite near capacity operation in the steel industries. After a leveling in 1968, exports to West Germany surged by one-fourth to account for almost half of the

The accompanying article on U.S. foreign trade in 1969, by area, was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce. An analysis by commodity was presented in the Feb. 23 issue, pages 2-6.

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increase in sales to the Community. Exports to the Federal Republic benefited from the exceptionally high level of economic activity there in 1969.

Deliveries to the United Kingdom slowed substantially from their rate of gain in 1968 when greatly increased military shipments swelled the export total. Continuing British efforts to modernize their industrial structure led to a strong rise in our exports of machinery. These gains were largely offset, however, by sharply lower civilian aircraft sales and a dip in shipments of chemicals and farm products.

Imports from W. Europe sluggish

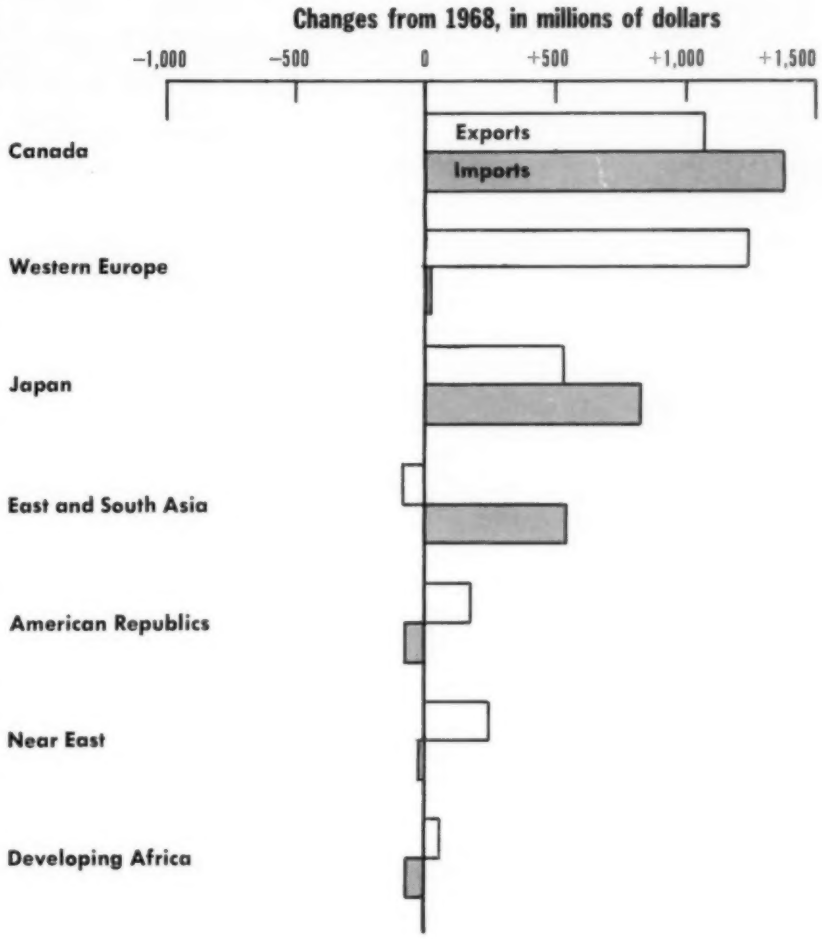
Following an advance of more than one-fourth in 1968, U.S. imports from Western Europe showed no growth in 1969. The primary reason for this development was the reduction in purchases of copper, steel, and aluminum—particularly from West Germany, France and the United Kingdom—from strike-inflated levels in the preceding year. The extremely high level of steel demand in the area depressed steel shipments to this country below the voluntary limit which EEC producers had agreed to observe.

The reduced buoyancy last year in imports of consumer goods stemmed from the decline in arrivals of automobiles. Related in part to shipping delays during the dockstrike, car purchases from Germany dipped 5% below the 1968 level. Continued increases were noted in other consumer goods imports, however. Strong demand in the price- and style-conscious U.S. market stimulated a further advance in deliveries of clothing and footwear. Despite severe pressure on manufacturing capacity in Western Europe stemming from booming demand in most of the major countries, deliveries here of machinery rose sharply.

The accelerated growth rate in U.S. shipments to Japan in 1969—18% as opposed to 9% recorded in the preceding year—lifted the level of exports to almost $3.5 billion. Continued economic boom and an extremely favorable balance-of-payments position fostered the large increase in Japanese demand for U.S. products. Shipments of machinery climbed substantially, reflecting another strong rise in investment expenditures there. Deliveries of computers and parts and electrical apparatus were particularly expansive.

A big increase in Japanese steel production prompted significant gains in U.S. exports of coal and steel scrap. No change was recorded in shipments of agricultural products, which account for about a fourth of our exports to Japan.

Developed countries contributed most to U.S. foreign trade advance in '69



Increased competition from other suppliers, a speedup of deliveries in late 1968, and the loss of some sales as a result of the dockstrike were the major factors in the sluggishness of farm exports.

The 21% advance in U.S. imports from Japan, which raised the yearly total to $4.9 billion, was considerably less buoyant than the 1968 jump of over one-third. The primary factor in this slowdown was the reduction by nearly $50 million in steel imports due to the voluntary restrictions agreed to by Japanese steel producers. If steel products are excluded from the import totals, last year's import growth was only a little less vigorous than that registered in 1968.

Large increases were again noted in imports of consumer goods. Automobile arrivals from Japan countered the sluggish trend in U.S. auto demand and rose by 55%. This rate of increase compared to a 7% advance in total U.S. imports of foreign-type cars. Purchases of television and radio receivers, sound recorders, and wearing apparel continued to rise. Stepped up investment spending in this country stimulated another large increase in imports of Japanese machinery.

Despite steady economic growth in both countries, U.S. exports to Australia and New Zealand fell by 3% in 1969 following a similar decline the year before. A steep drop in deliveries of civilian air-

U.S. trade with major world areas, 1969

	Exports		Imports	
	Value $ million	% of total	Value $ million	% of total
Total	**37,988**	100	**36,052**	100
***Developed areas,* total**	**26,458**	70	**26,465**	74
Western Europe	12,370	33	10,140	28
Canada	9,138	24	10,390	29
Japan	3,490	9	4,888	14
Australia, New Zealand, South Africa	1,460	4	1,047	3
***Developing areas,* total**	**11,281**	30	**9,377**	26
American Republics	4,869	13	4,214	12
East and South Asia	3,498	9	3,040	8
Near East	1,344	4	383	1
Africa	819	2	764	2
Other developing areas	751	2	976	3
Communist countries in Europe and Asia	249	(1)	198	(1)

[1] Less than 1%.
Note: Total and area export figures include military grant-aid shipments.

craft was the chief depressant on our shipments. Reduced sales of chemicals and telecommunications equipment also played a role in the decline. On the other hand, solid increases were recorded in exports of nonelectric machinery, particularly computers and construction equipment, spurred by sharply higher investment spending in that area. Military deliveries also showed a strong rise.

Imports from Australia and New Zealand advanced rapidly, as in 1968. Greater arrivals of meat, mainly boneless beef, and alumina accounted for most of the increase.

The 11% gain in exports to the Republic of South Africa reflected the accelerated economic activity in that country. Shipments of aircraft, automobiles, and machinery contributed most to the advance. In contrast, imports from South Africa fell by 5%, mainly because of reduced purchases of copper ores and wool.

Smaller gains to Latin America

Exports to the American Republics climbed by 4% to $4.9 billion, but the rise was considerably more moderate than in the previous year. Sharp declines in deliveries of civilian aircraft and agricultural products bear the primary responsibility for the slowdown. In farm exports, both increased supplies in the area and transportation problems during the dockstrike contributed to the drop.

Almost all of the export advance was in deliveries to Argentina, Mexico and Venezuela, where high levels of economic activity and improved foreign exchange positions stimulated import demand. Steel, computers, and mining machinery were among our most expansive exports.

Following an unusually strong 1968 increase, imports from the Republics declined by 2%. Lower purchases of green coffee played the major role in this drop. Because of large-scale stockbuilding in late 1968 in anticipation of the dockstrike, U.S. coffee importers cut back their purchases from Latin America last year by 20% to $614 million. This was the lowest import total since 1947. Arrivals of crude petroleum and copper were also significantly lower than in the preceding year.

As in earlier years, imports of vegetables, particularly tomatoes from Mexico, showed large advances. Greater arrivals of office machines and parts from Argentina, Mexico, and Brazil and of electronic components and television sets from Mexico indicate the growth of manufacturing operations in these countries financed by U.S. firms.

Exports to East and South Asia fell by 2% to $3.5 billion. For the second consecutive year, shipments to India and Pakistan declined steeply. Last year, exports to the Philippines also dropped. The major cause of the falloff in deliveries to India and Pakistan was the reduction in government-financed exports, which mainly affected wheat shipments but also loadings of fertilizers and steel. On the other hand, vigorous economic growth in South Korea, Hong Kong, and Singapore stimulated large increases in shipments to these countries. An important factor in the recent economic vitality of many developing Asian countries has been their generally improved foreign exchange positions stemming from greater exports to the United States and other industrial countries.

For the eighth consecutive year, U.S. imports from the developing countries of East and South Asia showed a sizable increase. Particularly large advances were noted in purchases of consumer goods—clothing, appliances, radios, toys—and capital equipment, mainly electronic components. Part of the rapid growth in these imports in recent years is attributable to the efforts of U.S. firms to secure relatively low-cost sources of supply both for components for assembly here and for finished products to be sold under American brand names. Large increases were also noted in arrivals of industrial materials, principally crude rubber, plywood, and burlap. In all three cases, higher prices contributed significantly to the value increase.

Shipments to developing Africa rose by 4%, stimulated by favorable business conditions in a number of oil-producing nations. Shipments of machinery and aircraft climbed strongly. Reduced purchases of coffee from the Ivory Coast and Angola, copper from Zambia, and aluminum from Ghana were responsible for the 8% decline in U.S. imports from that area. Imports of crude petroleum from Nigeria and Libya showed significant increases, however.

Exports to the Near East climbed by nearly one-fourth last year, but most of the advance was in military deliveries. Increased exports of machinery, civilian aircraft, and trucks contributed most to the modest gain in nonmilitary shipments. Following their 1968 recovery, imports from the Near East leveled off. The only notable changes were an increase in clothing and gem diamond purchases and a drop in imports of crude petroleum.

U.S. exports to the Communist countries of Europe increased by $32 million to $249 million, the highest level since 1964. Greater shipments to the USSR and Romania accounted for most of the rise. Imports showed a slight decline from the previous year, which was a record for the decade.

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World standards effort assists U.S. export drive, official says

Commerce's Simpson sees electrical group's meeting in U.S. as profitable to firms; backs Institute as national participant

Industry and government in 41 countries are underwriting the time and expenses of 1400 delegates who will attend a Washington worldwide standards meeting because it is just good business, Deputy Assistant Secretary of Commerce for Product Standards Richard O. Simpson has declared.

He spoke at a conference announcing the meeting of the International Electrotechnical Commission, to be held May 18-30 at the Washington Hilton Hotel. IEC is the organization that develops and coordinates international electrical and electronics standards. The 1970 general meeting will be the first to be held in the United States since 1954. It is expected to draw the largest attendance of any general meeting in the organization's 66-year history.

"The money spent on it is as sound an investment as the expense of research for product development. This is a fact of life that sometimes escapes American industrial and business managers—the ones who authorize the checks for support of this work," Simpson said.

U.S. participation in IEC work cannot be a sometime thing, Simpson warned. It must be done on a continuing, uninterrupted basis in order to permit long-range planning and stabilize American efforts.

Support, Simpson stated, is required in several areas: U.S. industry and business must provide highly competent experts for each IEC meeting, including working group meetings where positions are not yet firmed and proposals may be shaped.

Also, aid is needed so that the U.S. can assume more secretariats and chairmanships of IEC committees, since the secretary and chairman have considerable influence on the direction of the work.

Support of the American National Standards Institute is needed, he added, since ANSI is the coordinating force for U.S. participation in IEC work, pays the dues to IEC, and handles the secretariat costs for the U.S. National Committee, the official U.S. member of IEC.

Simpson declared that "the importance of uninterrupted U.S. participation at the technical level and the need to finance the entire effort on a continuing and stabilized basis cannot be overestimated. At stake is entry or exclusion of American products from entire areas, such as those comprised by the Common Market or the developing countries."

More than profits are involved, Simpson declared. "The job of the average industrial worker may depend on how successful U.S. industry is in selling American products at home and increasing exports to other countries."

"Also involved, and of primary importance," Simpson said, "is the protection of the consumer. By participating in IEC work, U.S. industry can help keep quality and safety levels high enough so that inferior products cannot be imported into the United States."

The Commerce Department official explained that IEC Recommendations (standards) finally approved for these products will in many cases be adopted by countries participating in IEC work and by developing countries that are correspondent members of IEC. Or these recommendations will be used as the basis of national standards and also of inspection, approval, and certification systems.

In situations in which an IEC standard does not reflect U.S. practices, Simpson pointed out, the U.S. manufacturer must make special items to meet the overseas requirements (thus reducing the savings and profits inherent in mass production) or the foreign market.

The situation, Simpson emphasized, is complicated by a trend in Europe toward regional agreements—adoption, for example, of an IEC recommendation by all countries in the European Free Trade Area or the Common Market. Some of these agreements are being implemented by treaty. Also European countries are beginning to agree in advance on firm positions for presentation in international work. The two trends, he warned, could work to disqualify American manufacturers from European markets.

Venezuela requires invoices on all commercial imports

The Venezuelan Customs Administration has established a new regulation requiring importers to present the commercial invoice along with other required documentation when clearing shipments through customs. Previously the commercial invoice was required only on goods eligible for import subsidies. Consular legalization of the commercial invoice is not required for non-subsidized imports, but all data must be identical to that on the legalized consular invoice. The new measure was effective on Feb. 1.

Exporters should make sure that their Venezuelan customers have copies of the commercial invoice and that these agree with other required documentation. Heavy fines can be levied for errors.

WINNER OF INTERNATIONAL COMPETITION involving its nuclear measurement gauge for soil density and moisture content was Troxler Electronic Laboratories, Raleigh, N.C. Sponsor of the competition, under arrangements with the International Atomic Energy Agency, was Brno University, Czechoslovakia. Award ceremony of the Triangle International Trade Association, Raleigh, brought together, from left, Dr. Arnost Honig of the Czechoslovak school; William F. Troxler, who heads the award-winning firm; Roy G. Sowers, Jr., director of the North Carolina Conservation and Development Department, and J. Edgar Kirk of the North Carolina Ports Authority, Greenville REEC chairman.

Milan Trade Center will host exhibition of transducers, instrumentation and systems

About two-thirds of such advanced items imported by Italy are U.S.-made; annual market estimated at $19 million with rise forecast

The Italian market for transducers is estimated to be worth $19 million annually, and reportedly may double in volume in the next three years. Between 85-90% of Italian purchases of transducers are made by users of industrial process controls, while most of the remaining market is consumed by researchers.

To help U.S. manufacturers show their products to prospective buyers in this rapidly growing market, the U.S. Department of Commerce will sponsor an exhibition of transducers and transducer instrumentation and systems at the U.S. Trade Center in Milan June 16-20.

More than two-thirds of the purchases of transducers and transducer instrumentation in Italy are made by modern firms that maintain applied research and process control laboratories and experimental departments. The other purchases are made by research and scientific groups attached to universities.

Two-thirds of the advanced transducers imported by Italy are made by U.S. manufacturers. U.S. suppliers also have a substantial share of the Italian market for sophisticated transducer instruments and systems.

Market studies

Market studies undertaken by the Department's Bureau of International Commerce, which will stage the Milan exhibition, indicate that the following products have high sales potential in Italy:

Transducers—general-purpose, precision, temperature, resistance (large and small), force, PH, pressure and high-performance pressure, miniature pressure, high-output, power, bidirectional differential pressure (for medical research), current and voltage, applanation pressure, linear, coded-output, physical phenomena, vibration, industrial differential pressure (flow), thermocouples, and bonded and unbonded strain gages.

Transducer instrumentation and systems—physiological pressure measuring systems, readout and recording equipment, accelerometers and related equipment, magnetic tape systems, recording oscillographs, accessories and galvanometers, medical transducer instruments and systems, electromanometer systems, instrumentation for test and calibration, linear mass flowmeters, multipoint digital temperature indicators.

Commerce will undertake a major market development campaign to alert buyers, trade leaders, and potential agents and distributors and invite them to the Milan exhibition.

Previous Commerce-sponsored transducer shows overseas have resulted in impressive sales figures for exhibitors. In June 1968, the Frankfurt Trade Center was host to 32 U.S. exhibitors, who displayed transducers and transducer instrumentation and systems. Sales during the 12 months following the Frankfurt show totaled more than $1 million. A February 1969 show with the same product theme was held at the U.S. Trade Center in London. The 34 U.S. exhibitors at the London exhibition predicted 12-month orders totaling $1.1 million.

U.S. manufacturers of transducers and transducer instrumentation and systems interested in the Commerce Department exhibition at the U.S. Trade Center in Milan, June 16-20, may obtain further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (202-967-3968) or from any Commerce Field Office.

Agricultural Fair planned for Budapest in autumn

American manufacturers of agricultural machinery and related farming products have been invited to participate in the Agricultural Fair, Aug. 28-Sept. 20, in Budapest, Hungary.

This event is held every three years and attracts a number of exhibitors from several Western as well as Eastern European countries. In addition to the exhibition, competitions for all types of livestock are staged. Several acres will be devoted to displays of modern agricultural machinery and equipment.

The application deadline for this Hungarian event is May 31. For additional information and application forms write the Export Business Relations Division, U.S. Department of Commerce, BIC-930, Washington, D.C. 20230.

U.S. exhibition in chemical event filled

Fifty firms representing 65 American manufacturers from 13 states will display their products in a U.S. Department of Commerce exhibition at ACHEMA 1970, the 16th Chemical Engineering Exhibition and Congress in Frankfurt, June 17-24, 1970.

Featured in the exhibits of the U.S. firms will be measuring, recording and control equipment and instrumentation. Many of the products will be introduced to Germany and the rest of Europe for the first time.

Market prospects for U.S. products with their high degree of technology and sophistication are considered excellent not only in Germany but in the many countries whose buyers will attend ACHEMA 1970. Among the U.S. products on display will be an electron luminescence microscope, an automatic water titrator, a cold-cranking simulator, and a portable laboratory for 21 water and waste tests.

Germany's chemical industry ranks second in the world only to that of the United States. Domestic capital investment in the German chemical industry reached the $1 billion level in 1968, an 11% increase over the previous year. The figures for 1969 investment are expected to be still higher.

ACHEMA is an international triennial event, and is being held in Frankfurt for the ninth consecutive time. It is considered one of the largest and best attended events of its kind in the world. It has grown from 75 exhibitors and 876 visitors at the first event in 1920 to 2,024 exhibitors and 141,086 visitors at ACHEMA 1967.

The 47 U.S. firms that participated in the 1967 ACHEMA reported off-the-floor sales in excess of $340,000 and $3.6 million in first-year sales as a direct result of their participation.

Bangkok Trade Center to host second exhibition of office machines, equipment

Imports of business goods rising at average rate of 25% yearly; U.S. training and specialized trade mission will conduct seminars

Imports of business machines and equipment into Thailand, which relies entirely on foreign suppliers for these products, increased at an average annual rate of 25% during the past decade, topping the $5 million mark.

To help U.S. suppliers increase their share of the growing market, the U.S. Department of Commerce will sponsor an exhibition of this equipment at the U.S. Trade Center in Bangkok, June 22-26.

The show will feature electric and manual typewriters, calculators and adding machines, addressing machines, bookkeeping and accounting machines, duplicators, microfilm equipment, and other business aids required by expansion and modernization of Thai business offices and services.

Potential buyers

New business concerns have been registering at a rate of more than 3,000 a year. At the same time, established firms are seeking advanced equipment and machinery to streamline their operations. Other potential buyers include 28,500 private and government schools, 578 banks and branch offices, 76 typing schools, and 45 business schools.

A seminar conducted by members of a U.S. training and specialized Trade Mission team, with participation by exhibitors, will coincide with the Bangkok exhibition and will cover such topics as office operations systems, office organization, criteria for equipment selection, skills training, equipment utilization, forms design and records management, and physical factors in office operations.

The Commerce Department's Bureau of International Commerce, which will stage the exhibit, undertook market studies to spotlight the office equipment with the highest sales potential in Thailand. The studies identified the following:

Typewriters (electric, standard manual, and portable); adding machines; accounting and bookkeeping machines; manual and electric calculating machines; cash registers; postage-franking machines; mimeograph-type and spirit stencil duplicating machines; addressing machines.

Photocopying and quick-copying equipment; dictating machines; office intercommunication equipment.

Blueprinting machines; machines for writing, endorsing and signing checks; banknote counting machines.

Desktop computers; microfilm cameras, readers, and processors.

Machines for counting, sorting, and packaging coins.

Time clocks.

Commerce will conduct an extensive development campaign to attract important buyers, business, leaders, government officials, prospective sales agents and distributors to the Trade Center show.

The June exhibition will be the second of its type to be held at the Bangkok Trade Center. In June-July 1966, 45 U.S. exhibitors displayed their products to more than 4,200 persons, of whom more than 700 were registered trade visitors. Among the trade visitors were commercial and government end-users of office equipment and machines, including procurement officials more than 200 banks, business firms, and Government purchasing offices representing 90% of Thai importers of business machines. Exhibitor's sales for the 12-month period following the show totalled nearly $600,000.

U.S. manufacturers of office equipment and business machines interested in the Commerce Department exhibition at the U.S. Trade Center in Bangkok, June 22-26, may obtain an Exhibitors Export Market Guide, IMIS 70-2, and further information from the U.S. Department of Commerce (BIC-918), Washington, D.C. 20230 (202-967-5148) or from any Commerce Field Office.

Petroleum show, symposium will be held in Amsterdam

American manufacturers and suppliers are invited to participate in PETRO-TECH '70, described as one of the first European exhibitions for petroleum, Sept. 1-5, in the Amstel Hall of the RAI Building in Amsterdam.

Products appropriate for display in the show include equipment and materials for production, refining and processing petroleum. A symposium will run concurrent with the exhibition.

Additional information is available from PETRO-TECH's sponsor: Europort, Tentoonstellingen, N.V., Hoogstraat 111, Rotterdam.

AMERICAN OFFICE EQUIPMENT AND MACHINES have been on display in Bangkok at least twice—through a U.S. Trade Center show in 1966 and a commercial exhibition in 1968. The scene below is the IBM booth in the December 1968 Thailand International Trade Fair and shows part of the firm's exhibit.

EXHIBITION BRIEFS *WORLDWIDE*

NINTH CHILDREN'S FAIR. Sao Paulo. Oct. 4-19. Staged to coincide with Children's Month, October, and Children's Day, Oct. 12, the fair was aimed at and open to young consumers and their parents; several firms offered rides and other amusements. Attendance was estimated at over one million with 5% constituting qualified trade buyers. Although no sales figures for the fair have been released, exhibitors reported brisk retail activity with visitors. Of the 115 participants, only two European firms and 113 Brazilian firms took part. Goods on display were books, foods, musical instruments, appliances and pharmaceuticals. A market for high quality toys and table games exists. Next show, October 1970.

PAINT & VARNISH FAIR '69. Frankfurt. Oct. 16-19. Staged with the 1969 convention of the German Paint and Varnish Trade, the show attracted about 40,000 visitors to the displays of 189 companies, including three U.S. companies through foreign affiliates. A total of ten nations were present. U.S. exporters, based on show results, may find the following products promising in the German market: mineral paints, dispersion paints, oil-varnish, mat varnish and enamels, coating and plastering materials, and oil paints. Next show, 1972.

INTERNATIONAL OENOLOGICAL & BOTTLING EQUIPMENT EXHIBITION. Milan. Nov. 8-16. Held for the fourth time, this event attracted 239 companies from nine nations to the wine and bottling show. Only two American firms were represented. Bottling and related equipment accounted for more than half of the exhibit; wine machinery and equipment for the soft drink and mineral water firms included pasteurizers, pumps, centrifuges and innovations in packaging. The exhibition also sponsored meetings on quality control, developments in bottling and new methods of shipping. A total of 16,560 persons viewed the exhibition. Next show, November 1971.

TRAMAG. Padova, Italy. Oct. 8-12. The Exhibition of Materials Handling, Warehousing and Maintenance Equipment, an international trade fair, featured 242 exhibitors from ten nations displaying such equipment as pallets, production and stock control systems, lubricants, paints and rust preventives. Technical meetings and various competitions were scheduled with the exhibition. Next show, Oct. 7-11, 1971.

Materials test equipment firms may exhibit at Tokyo Trade Center show in summer

Japanese market for materials testing devices, equipment reached $43.9 million in 1967; dynamic balancing machines show high potential

Materials test equipment will be featured in a U.S. Trade Center exhibition in Tokyo June 29-July 4, offering American firms an opportunity to promote their products in a broadening market.

The Japanese economy continues to rise at a higher rate than that of any other industrialized country. Japan's GNP in 1969 was an estimated $167 billion, or 18% over the 1968 figure of $142 billion. In terms of 1965 prices, real GNP growth was about 13% from 1968 to 1969.

Market research by the Department of Commerce's Bureau of International Commerce, which will stage the Tokyo exhibition, indicates that materials testing has expanded in importance in Japan as production has shifted toward increasingly sophisticated industrial and consumer goods. High standards are encouraged by the Japanese Industrial Standards System, especially for export items.

The Japanese market for materials test equipment in 1967 totaled $43.9 million, up from $33.1 million in 1965. Demand for this type of equipment is expected to maintain a high level of growth as requirements increase for technologically superior metals and structures.

Japanese manufacturers of components that are exported to the United States employ materials testing equipment to assure compliance with American standards. These component lines include plastics, metal alloys, water and fire proofing materials, textiles, and certain industrial ceramics.

Japanese firms having licensing arrangements with U.S. companies also utilize materials test equipment for quality control.

Principal industrial users of materials testing equipment include manufacturers in electronics, shipbuilding, aircraft, automobiles, paper and pulp, chemicals, rubber, textiles, and metal products. Laboratories and universities are other large purchasers of this equipment.

Metal testing equipment is used widely in Japan. Nonmetallic testing is expected to be utilized more in the future.

U.S. exports of dynamic balancing machines comprised more than half the Japanese market for this type of equipment in 1967. Dynamic balancing machines with high speed and high capacity specifications have good sales prospects, according to a Commerce market survey.

Other products identified in the survey as offering excellent sales potential in the Japanese market include hardness testing equipment for high temperatures and high capacities; large-size gear and thread measuring equipment, particularly the automatic recording type; x-ray units over 400 kvp; and vibration testing equipment. U.S. manufacturers have a technical lead in these areas.

Sizeable demands also exist for magnetic testing equipment, especially for magnetic recording and Hall applied element testing; abrasion and wear testing equipment; universal testing machines; particle size measuring equipment with high speed specifications; laser length measuring equipment; laser microprobes; and sonic testing equipment.

Commerce exhibitions at U.S. Trade Centers have achieved considerable results in selling American-made materials test equipment. At a November 1969 exhibit of dynamics test equipment at the U.S. Trade Center in London, 30 exhibitors reported $72,000 in immediate sales and forecast first-year sales of $2.5 million. A materials testing and quality control equipment exhibit in Milan in March 1969 brought 23 U.S. exhibitors $434,000 in floor sales. They expect first-year sales to reach $2.2 million.

American firms interested in displaying materials test equipment at the June 29-July 4 Tokyo show may obtain further information from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (202-967-4511) or from any Commerce Department Field Office.

Cologne schedules autumn fair of lingerie, swimwear

The annual International Exhibition of Lingerie, Foundation Garments, Underwear and Swimwear will celebrate its 10th anniversary Sept. 17-20 in Cologne.

Featuring a broad spectrum of goods, the show will be open to non-German firms. At the 1969 event, 12,423 trade visitors including 4,273 visitors from 39 nations attended the show.

Further information may be obtained by writing: Messe-und Ausstellungs GmbH Koln, D-5, Koln 21.

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Six South African shows announced for summer, fall

Six South African exhibitions scheduled from Aug. 3 - Oct. 15, 1970, are being staged at the Milner Park Showgrounds in Johannesburg by Industrial Exhibition Organisers Pty, Ltd.

The Education and Careers Exhibition planned for Aug. 3-8 will include displays of modern educational aids, audio-visual teaching aids, books, language laboratories, closed circuit television systems, recorders and school systems. The careers division of the previous event staged last year included displays by many major South African employers and several educational institutions. The number of exhibitors increased from 29 in 1968 to 40 in 1969.

Specialized transport show

Transport '70, a specialized exhibition of commercial transportation, set for Aug. 17-22, will cover palletization, containerization and handling methods as well as the full range of transportation systems. The scope of this show will range from bicycles and scooters to vans and large mobile carriers and a full range of their parts and accessories.

Organized for the Rand Daily Mail, Industrial Exhibitions will present the Fifth Great Outdoors from Sept. 7-12. Last year 32,000 visitors attended this show of outdoor living and recreational equipment such as camping, boating and recreational vehicles.

Opening Sept. 14 for six days will be Electra '70. The journal *Electronics in South Africa* will sponsor the show. At the 1968 exhibition, 80 standholders represented more than 300 manufacturers from several nations.

The fifth fair, Textile '70, will give companies the opportunity to share in a market rated as growing at 11.2% annually. This will be the second exhibition of its kind in Johannesburg and will feature raw materials, textile machinery, finished products and clothing machinery. A series of fashion shows will also be presented. Textile '70 is scheduled for Sept. 22-26.

Water '70 is sponsored by the South African Government and is the first of its kind in Johannesburg, it also coincides with the Government-designated year, 1970, for emphasising the need and development of water resources. Displays will include new trends in water reclamation, desalinization, treatment, conversation and transport. The fair, set for Oct. 15-20, will include a symposium on water recovery techniques and will coincide with an international convention, "Water for the Future," which is another part of South Africa's program on water resources.

For further information on any of these events, contact the organizers: Industrial Exhibition Organisers Pty., Ltd., P.O. Box 15517 Siemend, Johannesburg.

General trade fair planned for Helsinki in September

Finnish and overseas manufacturers or their representatives may participate in the Sept. 17-27 Helsinki International Trade Fair sponsored by the Finnish Fair Corp. in Helsinki.

At the last Helsinki Fair in 1968, a total of 1655 firms from 30 countries attended, with official government participation by 19 nations. Registered visitors at the event which were invited by the exhibitors reached 142,998. In all, 317,493 visitors viewed the exhibition.

Product groupings which will be featured at the 1970 fair include: furniture, optical goods, appliances, publications, textiles, gift articles, toys and sporting goods, foods, cosmetics, catering industry equipment, laundry, heating, packaging, ventilating and cooling equipment.

For additional information on the Helsinki International Trade Fair, contact the Finnish Fair Corp., Helsinki 25.

Paris will host international trade show for candy and confectionery industries

The 13th International Trade Show for Confectionery and Candy, INTERSUC '70, will take place in Paris Apr. 25-29.

INTERSUC '70 is considered by its organizers as the only specialized trade show of its kind. In 1969, 13,000 trade visitors from 50 nations, an increase of 30% over 1968, viewed the products of 302 exhibitors from 14 countries. In addition to displays of chocolate and candies, the show will present new ideas in confectionery displays and newly developed techniques in wrapping and packaging.

INTERSUC '70 will be held at the same time as EUROPAIN '70, the International Trade Show for Bread and Cake.

The U.S. Retail Confectioners International, headquartered in Chicago, is sponsoring a group trip to INTERSUC and plans to visit several French factories.

For further data on the exhibition contact: French Trade Shows, 1350 Avenue of the Americas, New York, N.Y. 10019.

Application deadline for boat show set

A June 15 deadline has been set for entering applications to exhibit in the January 1971 10th International Pleasure Boat Show in Paris.

Held annually, the last show was staged Jan. 1-19, 1970, and featured displays by 615 exhibitors from 17 nations. At least 16 American firms were represented either directly or through their European representatives and displayed boats, motors and accessories. U.S. products are estimated as having comprised about 15% of the French show, the largest participation by any other nation except France.

Based on the January showing, the following products appear to have the best potential in the French boating market: cabin cruisers, dinghies, launches, house boats, all types of motors, boating accessories such as steering wheels, gears, winches, and navigational and safety equipment. Markets are also expanding for related water equipment such as fishing gear, water skiing equipment, under water apparatus and camping goods. Equipment, materials and services related to marina construction also have export potential.

About 1,300 pleasure boats were displayed in January and seen by 300,000 visitors, 50,000 more than in 1968; an estimated 5% were trade representatives.

For additional data write: SPODEX, 15 rue de la Paix, 75- Paris 2e.

Congress on waste water organized for Stockholm

The Federation of Swedish Industries and the International Union of Pure and Applied Chemistry are organizing the International Congress on Industrial Waste Water for Nov. 2-6 in Stockholm.

A major purpose of the Congress will be to discuss technical possibilities for reducing the outlet of industrial waste waters on an international level.

Some of the subjects to be covered will include measures against pollution by industries such as mining, farming, production of chemicals, pulp and paper mills, fermentation industries, petroleum refining, and the textile industry. A second category of subjects will deal with measurement and sampling methods and techniques.

Information on the Congress and on submitting papers for consideration should be addressed as follows: Bo Goransson, Secretary, Drottning Kristinas vag 47 D, S-114 28 Stockholm.

Worldwide Business Outlook pages 10-11

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: FIAT, **Italy's** leading auto producer, has announced plans to invest $380 million through 1972 for the construction of six plants in southern Italy; the plants will produce automotive vehicles and parts, aviation engine parts, earth moving equipment, and electric devices for automobiles and machine tools. . . . Two firms from Duisburg, **Germany** have announced plans to manufacture and market their products in the United States. Demag A.G. is establishing a manufacturing subsidiary near Cleveland, the Demag Materials Handling Corp., to produce hoists, cranes and other lifting and loading devices for industry, agriculture and construction. The initial capital invested will be about $1.5 million, 40% of which is to be furnished by the parent company and the balance by U.S. sources. The Krohne company, also of Duisburg, recently entered a joint venture with Porter Industries Inc., Hatfield, Pa. The new firm, Krohne-Porter Corp., will produce and sell in the United States the flowmetering and other industrial process control instrumentation that has been developed by Krohne and previously sold principally in Europe. The initial capitalization will be $100,000, split equally between the two parties, with considerable future expansion contemplated. . . . **Argentina** approved a record number of new investments in 1969, a total of 513 as opposed to 333 in 1968. The estimated value of new investment exceeded $160 million last year, a 54% increase over 1968. . . . General Electric, in equal partnership with FIAT and Alfa Romeo, has formed Turbomotori Internazionale in Rome, **Italy.** The firm will initially market and service GE aircraft engines as well as components and accessories.

Business good in Belgium

Continued high level of economic activity intensifies nation's demand for U.S. products

By JEROME R. LAVALLEE
Commercial Attache,
U.S. Embassy, Brussels

Industrial activity in Belgium continued to expand in 1969. Increased demand for industrial products came not only from Common Market countries but also within Belgium itself where sales of consumer goods in general increased sharply. Prospects for 1970 are promising but it is the general consensus that the increase in production will be somewhat lower than in 1969.

During the first ten months of 1969 industrial production increased by 9.3%, building construction excluded. By category of products, the increase, compared to the same ten-month period of 1968 was: raw materials 11.4%; non-durable consumer goods 4.4%; durable consumer goods 11.6%; and equipment 10.7%.

The steel industry in December 1969 maintained its progress of previous months. In December Belgium produced 1,122,000 metric tons of crude steel, or a total volume for the entire year of 12,733,000 metric tons of ingots. This represented an increase of approximately 11% over 1968. In December 1969 new orders received reached a record high and it is estimated that manufacturers will continue to produce to full capacity during the first six months of 1970.

The gross national product for 1969 is expected to have shown a growth of approximately 6% to $22.7 billion, as compared to $20.7 billion in 1968. In a recent statement, the Ministry of Economic Affairs predicted for 1970 a GNP growth in real terms of 4.7% and a rise in prices of 4%.

In 1969, Belgium recorded its highest rise in exports since 1951. The following sectors registered the greatest increases: plastics (41%); transportation equipment (33%); machinery (26.5%); petroleum products (26.3%); and chemicals (26%). It should be noted that exports to the EEC countries in 1969 represented 68% of total exports, as compared to 64% in 1968, and 45% in 1958. The increase in Belgium-Luxemburg Economic Union (BLEU) exports for the first ten months of 1969 was particularly important as regards France (43%) followed by Italy (39.1%) and West Germany (32%). However, exports to the Netherlands over the same period decreased to 12% of total exports compared to 14.6% in 1968.

Sales to U.S. dropped

Estimated total exports for 1969 are placed at $10 billion as compared to $8 billion in 1968 and $7 billion in 1967. Outside the EEC countries, the United States continues to be the principal importer of Belgian goods. However, for the first nine months of 1969, Belgian exports to the United States totaled $519 million as compared to $583.6 million in 1968, thus reflecting a 14.4% decrease. It will be recalled that in 1968, due in large measure to the fear of strikes in the American steel industry, Belgian exports to the United States were exceptionally high, showing a 30% increase over 1967.

On the other hand, in 1969 U.S. exports to Belgium showed a 6% increase, going from $501 million for the first nine months of 1968 to $532 million for the same period. Major imports from the United States included common metals, mineral products, machinery, avionics and transportation equipment, textiles and automotive products and equipment. Major exports to the United States were precious stones, machinery, glass, electrical equipment and automotive vehicles.

Although Belgium is small in size and population, BLEU is an important export market for U.S. agricultural products. The leading commodity groups, grains (especially feed grains), and oilseeds (mainly soybeans), accounted for more than one-half of total BLEU imports of U.S. agricultural products, which were estimated at about $125 million in 1969, a decrease of $10 million from the previous year.

Inasmuch as Belgium, like the other countries of Western Europe, enjoyed excellent crops in 1967 and 1968 and good crops in 1969, the need for importing grains from third countries was sharply reduced thus adversely affecting U.S. agricultural exports to BLEU during the years 1967, 1968, and 1969. However, total U.S. agricultural exports to BLEU are expected to exceed the 1969 level by $5 to $10 million in 1970 due to increased imports of oilseeds, citrus fruits and canned fruits. These figures could of course be sharply reduced given a further decline in imports of U.S. corn and grain sorghums. U.S. agricultural exports of

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other commodities of lesser importance are expected to remain at about the same level as that of 1969.

While final statistics are not yet available, it appears that Belgium imported about 1,000,000 metric tons of American coal in 1969. This figure includes about 200,000 tons of processing coal which was reexported as coke, but still represents a reversal of the steady decline in imports of U.S. coal in recent years. Belgian forecasts for 1970 are 1,230,000 metric tons of direct imports and 150,000 tons of processing coal. These figures will probably be exceeded if U.S. suppliers are able to deliver more. The long wildcat strike in the Province of Limburg has severely aggravated the shortage of coking coal in Belgium. Demand from the steel industry is expected to be sustained throughout 1970, requiring higher imports. The long-term picture is even better. As Belgium proceeds with its rationalization program and reduces domestic production, it will look to extra-European sources, chiefly, the United States, to meet the demand for coking coal.

Promising commodity groups

American manufacturers of products in the categories listed below should be able to increase their exports in 1970.

Metal fabricating industry: Expansion continued in the metal processing industry due to increased demand from the domestic and foreign markets. Total orders received in the first ten months of 1969 were 25% higher than the corresponding period of 1968. The leading sectors were agricultural machinery, hoisting, weighing and transportation equipment, and electronic consumer goods. However, a decrease was noted in shipbuilding and railroad equipment. In October 1969, the metal processing industry employed 10% more workers than in October 1968. The outlook for 1970 is considered encouraging. Total deliveries for the first 11 months of 1969 were $3.9 billion. Imports for ten months of 1969 were $3.6 billion ($196 million from U.S.).

Chemicals: Imports of organic chemical products during the first eight months of 1969 totalled $107 million ($24 million from U.S.). Exports for the same period were valued at $105 million ($413,280 to U.S.). This industry is still in full expansion with new plants being opened.

Plastic materials: Total imports for eight months of 1969 were valued at $128 million ($12 million from U.S.). Exports for the same period totalled $143 million ($7 million to U.S.).

Control and measuring instruments: Belgian production in this field was $7.9 million in 1968 or 17% of total purchases of these goods in Belgium. Imports for the same year totalled $47.5 million, of which $15.3 million were supplied by West Germany and $5.4 million by the United States. Principal users were steel mills, electric power companies, and petroleum and chemical industries. In the near future annual consumption of such products should reach $8 million in the petroleum industry, $6 million in the chemical industry, between $8 and $10 million in electric power plants, and $7 million in steel plants.

Electronics: In 1968 total production in Belgium of electronic parts and components was estimated to be $220 million. Subsidiaries of U.S. companies established here are the main suppliers in this field. Annual rate of growth is put at 6%. West Germany accounts for approximately 60% of imports, the United States 15% to 20%. Electronics is a steadily growing field and represents a vast sales potential for American manufacturers. There is an extremely important market for the complete range of electronic parts and components.

Computers: During the first ten months of 1969, total imports in this field were $35 million. The largest supplying countries were: United States ($14 million), West Germany, France and United Kingdom. Of the total U.S. imports, approximately $9 million consisted of assembly parts. This is a fast growing field in which the United States, because of its advanced technology, occupies a favored competitive position.

Earth moving and excavating equipment: Total imports of this type of equipment during the first eight months of 1969 were $24.7 million, of which $6.3 million was of U.S. origin. The other principal supplying countries were France, West Germany and United Kingdom. Demand for this type of equipment is still increasing in light of the country's steadily expanding construction program.

Metalworking machine tools: Total imports for the first ten months of 1969 were $18.8 million ($2 million from U.S.). Highly specialized machine tools such as those manufactured in the United States are not produced in Belgium and are imported principally from the EEC or the United Kingdom.

Textiles: During recent years the Belgian textile industry has experienced difficulties. However, toward the end of 1968 and the last quarter of 1969, a sharp upturn in production was noted. Exports during the January-October period increased by 20%. Domestic demand for textile products was firm and the future outlook is optimistic. Total imports for the first ten months of 1969 were $788 million as compared to $648 million for the same period in 1968.

Effort is still needed

This should prove to be a good year for U.S. exporters to Belgium. However, as indicated above, trade between Belgium and its EEC partners has been increasing at a considerable rate. This trend will no doubt continue. Therefore, if the U.S. exporter wishes to maintain or to better his position in Belgium he must continue to make a concentrated effort. To stand still in this highly competitive market is to run the risk of losing ground to suppliers in other countries.

BELGIUM WILL BUY COAL for its thriving steel industry in increasing amounts and the United States is expected to be the main beneficiary. Below, scrap iron is added to a converter at the Sidmar steelworks.

Asian Development Bank's lending activities picked up momentum in '69, doubling to $98 million

World's newest regional development bank approved 19 loans to ten nations; much procurement subject to international bids

Loan activities of the Asian Development Bank (ADB) doubled in 1969 when nineteen loans totaling $98 million were approved, compared with seven loans aggregating $41.6 million in 1968.

Loans to government agencies, amounting to about one-half of the Bank's lending for development activities, were concentrated heavily in infrastructure projects including port and airport improvement, transport services, electric power, and water and land settlement programs. Important lending also went for the expansion of manufacturing facilities by both private interests and governments.

Major lending activity was from ordinary capital resources of the Bank, while almost $20 million was loaned to four countries from the multi-purpose special fund at concessionary terms. Countries receiving single ADB development loans were Nepal, Ceylon, Singapore, Thailand, and Western Samoa. Taiwan received four loans, Korea and Malaysia received three each, and the Philippines and Indonesia were recipients of two loans each.

Big rise in entrepreneur loans

Loans to development institutions for relending to entrepreneurs to finance small and medium-sized productive enterprises amounted to $45 million against a total of $17 million in 1968. Development agencies in five Asian countries were immediate beneficiaries of these loans. One of these, the Industrial Finance Corporation of Thailand (IFCT), qualified for its second credit in 1969 after approving about 90% of its 1968 loan of $5 million to 18 borrowers by September 1969. Most of IFCT's loans to entrepreneurs were in manufacturing, which included makers of ice-making and cold storage equipment, paperboard, vinyl floor tile, ceramics, paper, and electrical appliances.

Special fund technical assistance loans and grants were also greater in 1969. Proposals involving a sum of $1.8 million were approved for project preparation and advisory assistance. Other grants were for regional activities including the regional transport survey, a study of the economic situation in Southeast Asia in the 1970's, and a regional center in Taiwan for vegetable research and development.

Top ADB management has indicated that limited availability of Special Funds for concessionary lending in Asia is a major constraint on the Bank's operations. Total special fund availability, other than contributions for technical assistance, is $67.7 million. Contributions during 1969 were $20 million from Japan, $5 million from Canada, and smaller contributions by several other countries. A sum of $14.6 million was set aside from the Bank's capital subscription. Contributions of $20 million from Japan and $5 million from Canada are expected in 1970. Canada committed a sum of $25 million at the rate of $5 million each year beginning in 1968.

President Nixon has just submitted a proposal to the Congress for a U.S. contribution of $100 million.

Procurement regulations of the Bank require that beneficiaries of ADB loans from ordinary capital resources which are made to cover foreign exchange requirements for projects must obtain products and services by means of international competitive bidding from suppliers in countries that are members of the Bank. Exceptions are made to this requirement when loans are in small amounts or when transactions are small.

For example, for ADB loans to development institutions, borrowers are obligated to invite international competitive bidding only in the case of transactions which are in excess of fixed ceilings. In two such loans to development institutions in Pakistan and the Philippines aggregating $15 million, and in a $10 million loan to IFCT in Thailand, the ceiling was set at $400,000.

The Bank's rules governing procurement financed by loans from Special Funds permit tying of procurement at the discretion of the contributing country, and several contributions have been made on a tied basis. Contributions to the Special Funds have also been on an untied basis, but on the condition that procurement be allowed in countries which have also made contributions to such funds on an untied basis. Several recent large contributions to the multi-purpose special fund have been on an untied basis, and therefore procurement financed from these contributions is subject to international competitive bidding by suppliers in contributing countries.

A procedure has been set up for the notification of upcoming projects financed by ADB loans, and of bidding opportunities for technical services, machinery and equipment in INTERNATIONAL COMMERCE. Bidding opportunities are also published in Commerce Business Daily. It is worth mentioning that the bulk of the ADB loans from ordinary capital resources made for projects in 1969 ($19.4 million) were approved during the period September to December 1969, and that procurement opportunities on an international competitive basis in most cases are yet to be developed and announced.

It is quite likely that most of the lending by ADB to development institutions which took place during 1969, in a total sum of $45 million, has not been translated into loans to private entrepreneurs for plant construction. A breakdown of this sum shows a relending loan to the Private Development Corporation in the Philippines of $5 million; and in an amount of $10 million respectively to the Cooperative Bank of Taiwan, the Development Bank of Singapore, the Medium Industry Bank in Korea, and the Industrial Finance Corporation of Thailand.

The first and second of these loans were approved by ADB in March 1969; the third in June and the fourth and fifth in December. Since it normally takes some time before significant relending is processed by development institutions to private companies, it is reasonable to expect that most of the procurement opportunities resulting from these loans which are on an international competitive bidding basis are still in the offing.

Nigeria booklet

The Commerce Department has received several copies of a new booklet, "Kano State of Nigeria," published by the State's Ministry of Information. The booklet includes data on the government, history, resources and industry of the commercial center of Northern Nigeria.

Interested businessmen may obtain copies from the Africa Division, BIC-884, Department of Commerce, Washington, D.C. 20230.

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Fund flow to developing nations hit record high despite aid drop

Annual report of DAC Chairman notes that 41% increase in private funds in 1968 lifted total net flow to $12.9 billion

Financing for the developing countries reached a record high in 1968 according to the latest annual report of Edwin M. Martin, Chairman of the Development Assistance Committee of the Organization for Economic Cooperation and Development.

Martin disclosed that the net financial flow from DAC countries to developing nations in 1968 increased by 15% over 1967 to a level of $12.9 billion, estimated at 0.97% of the DAC countries' national income. He pointed out, however, that this increase was all due to a 41% rise in private net flows; official development assistance dropped from $6.7 billion to $6.4 billion, due primarily to decline or stagnation in the assistance totals of the United States, France and the United Kingdom, which together account for over 70% of such flows.

Private net flows totaled $5.7 billion in 1968, compared with less than $4.2 billion in the previous year. About $815 million of other official non-aid financing comprised the remainder of the total net financial flow of $12.9 billion, which was about $1.6 billion more than in 1967.

The upsurge in private flows resulted from an increase of $500 million in guaranteed export credits, a rise of $800 million in direct investment and a doubling—from $300 to $600 million—of subscriptions to the World Bank and Inter-American Development Bank bonds.

DAC Chairman Martin reported that, although there are a number of areas in which donor country performance was good in 1968, the development effort remains in a state of crisis. He noted, for example, that loans were provided on slightly softer terms in 1968 than in 1967, but that official assistance commitments contained a smaller percentage, 58%, of grant money in the later year. He also expressed concern for the mounting debt burden resulting from hard terms and the jump in outstanding guaranteed private export credits.

Martin's report noted that the average overall growth rate of gross national product in the developing countries was 5.3% in 1968, only slightly below the 5.5% rate of 1967. But he pointed out that this was largely due to exceptional progress in about a dozen countries, and that inequality of income within countries is a grave problem. Rational actions by both donors and recipients within the framework of the Second Development Decade should address these problems. The chairman said there are grounds for reasoned optimism, and that finding the secret of expediting change is as important for development as sophisticated growth models.

Calling attention to prospects for the new decade, the chairman said:

"Giving more people really productive full-time employment might become the hub of the development effort in the '70s. It would certainly pay a rare combination of social, economic and political dividends and would justify major investments of new human and material resources."

Flow of official aid and private funds from DAC members to developing nations

(In millions of dollars—Source for charts: OECD)

	Official Development Aid		Private Flows	
	1967	1968	1967	1968
Australia	157.2	159.8	25.0	30.4
Austria	26.0	22.8	21.3	45.8
Belgium	88.8	88.0	65.6	150.0
Canada	197.9	174.7	58.9	93.6
Denmark	26.0	28.7	(—3.2)	45.0
France	825.5	855.2	515.8	627.7
Germany	528.1	553.7	593.8	1,068.3
Italy	153.6	165.2	131.4	400.9
Japan	384.3	355.2	170.1	240.5
Netherlands	113.5	134.4	114.7	141.7
Norway	14.5	25.5	14.7	34.6
Portugal	46.6	34.8	31.8	13.3
Sweden	59.9	71.4	60.8	57.4
Switzerland	11.5	18.9	130.1	222.9
United Kingdom	498.0	428.3	343.4	341.0
United States	3,559.0	3,314.0	1,922.4	2,204.0
Total DAC countries	6,690.4	6,430.6	4,196.6	5,717.1

GNP growth rates of developing countries

Country	1960-1967 annual % increase	Per capita 1960-1967 annual % increase	Per capita 1968 (in U.S. dollars)
Israel	7.6	4.2	1,440
Libya	19.2	16.0	1,220
Venezuela	4.6	1.0	1,000
Argentina	2.8	1.2	900
Spain	5.9	5.1	850
Greece	7.5	6.9	850
Chile	4.9	2.4	770
Panama	8.4	5.0	610
Jamaica	4.1	2.1	560
Uruguay	0.4	—1.0	550
Mexico	6.3	2.8	530
Gabon	4.2	3.2	520
Yugoslavia	6.7	5.5	520
Costa Rica	5.9	2.4	450
Peru	6.2	3.2	440
Honduras	5.2	1.8	370
Nicaragua	7.5	4.1	360
Colombia	4.4	1.2	350
Turkey	5.2	2.7	340
Malaysia	5.7	2.5	330
Ghana	2.6	—	320
Guatemala	5.0	1.9	320
Iraq	6.9	3.7	320
Iran	7.9	5.1	310
El Salvador	6.3	2.7	290
Brazil	4.2	1.2	280
Taiwan	10.0	7.0	280
Dominican Rep.	2.9	—0.7	270
Senegal	3.6	1.2	260
Ivory Coast	7.5	5.3	260
Jordan	8.8	6.1	250
Ecuador	4.5	1.1	240
Tunisia	3.8	1.5	230
Paraguay	4.1	1.0	230
Egypt	4.7	2.1	200
Bolivia	4.9	3.5	190
Morocco	3.2	0.3	180
Philippines	4.4	1.0	180
Thailand	7.1	4.0	160
Ceylon	3.8	1.3	150
Korea (South)	7.6	5.0	140
Kenya	3.2	0.3	120
Nigeria	4.0	1.6	120
Pakistan	5.7	3.1	120
Sudan	4.1	1.2	100
Indonesia	2.2	—0.2	100
Uganda	3.7	1.2	90
India	4.1	1.5	80
Tanzania	3.7	1.2	70
Ethiopia	4.7	2.7	70

Philippines relaxes import curbs, allows peso to fluctuate freely

IMF supports stabilization program with $27.5 million Standby Arrangement; old exchange rate still applies to special exports

The Philippine Government has announced major changes in import and exchange policies as part of a major stabilization program designed to correct imbalances in its payments position.

The changes, which became effective Feb. 21, include relaxation of restrictions on trade and payments; measures to substantially reduce the growth of domestic credit and foreign borrowing; and establishment of a freely fluctuating exchange rate for all foreign exchange transactions, with the exception of 80% of the proceeds from certain major Philippine exports (logs, sugar, copra, and copper ore and concentrates), which will continue to be surrendered at the former official par value rate of 3.90 pesos per U.S. dollar.

In support of this stabilization program, the International Monetary Fund (IMF) has approved a Stand-By Arrangement for the Philippine Government authorizing foreign exchange purchases of up to $27.5 million from the IMF over the next year. Aid from other foreign financial sources is also being sought.

With the adoption of a floating exchange rate, the value of the peso on the open market is expected to decline. In the week following the exchange reform, the daily rate fluctuated around 5.50 pesos per dollar. Such depreciation in the value of the peso should enhance the attractiveness of Philippine exports in world markets and at the same time increase the cost of importing, thereby helping to restore balance of payments equilibrium. Accordingly, the Philippine Government felt that it could substantially relax most of its direct controls on imports.

To this end, Special Time Deposits (STD's) for imports were abolished. Previously, such deposits, ranging from 25% to 175% of the value of the shipment, were required in advance for all imports into the Philippines. The abolition of STD's will tend to offset somewhat the increased cost of importing likely to result from the floating exchange rate.

In addition, restrictions on the opening of letters of credit (L/C's) have been abolished. Previously, nearly all imports valued above $100 had to be financed by L/C's. Commercial banks were precluded from issuing L/C's for six categories of "unessential" imports, and were further required to ration monthly issuance of L/C's for allowable imports to 55% of 1969 levels.

Under the new relaxation, imports can be financed by documents against acceptance (D/A) and open account, as well as by L/C, subject to the following exceptions and conditions:

► For imports of tobacco, wines and liquors, completely-knocked-down (CKD) automobiles, and possibly some additional imports to be announced, L/C's will not be opened until further notice.

► For imports of wheat grain, wheat flour, raw cotton, tallow, and any item of capital equipment whose single unit cost exceeds $50,000, L/C's will not be opened without prior approval of the Philippine Central Bank.

► For imports of machinery and equipment valued at $20,000 or more, three-year deferred payment terms are required.

► For most imports of spare parts, usance drafts of 180 days or longer are required.

► For any imports financed by D/A or open account, minimum terms of 180 days are required.

Thus, except as specified above, the new regulations will allow commercial banks to sell unlimited amounts of foreign exchange for all categories of imports, without prior Central Bank approval.

Along with the liberalized import procedures, new regulations have also been announced regarding foreign investment remittances from the Philippines. Foreign-owned or controlled corporations located there may now transfer abroad profits and dividends in full, provided the corporation (1) is engaged in projects approved by the Board of Investments; or (2) is export oriented; or (3) has not borrowed funds from local Philippine sources. All other foreign-controlled corporations active in the Philippines may remit only 25% of net profits each year.

Filipino-owned or controlled corporations in the Philippines may remit dividends in full to non-resident stockholders. Remittance of interest by resident Philippine companies, whether foreign or Filipino controlled, is allowed in full to service existing foreign obligations.

Japan drops import quotas on 9 items; more cuts due

Japanese import quota restrictions on nine items were removed by Cabinet order effective Feb. 14.

The items, listed according to Brussels Tariff Nomenclature (BTN) categories, are: unrendered pig fat (02.05); grape must (22.04); wine of fresh grapes (22.05); vermouths and other wines of fresh grapes flavored with aromatic extracts (22.06); straw mats (46.02); straw sacks (46.03); wool fabrics (53.11); used cars (87.02); and chassis fitted with engines for tractors and autos (87.04).

These nine items are part of the list of 55 import items which the Japanese Government had announced last October would be liberalized by the end of 1971. The complete list was published in INTERNATIONAL COMMERCE of Nov. 3, 1969. Deletion of nine items from Japan's Import Quota (IQ) list reduces the list to 109 four-digit BTN items.

Additional items probably will be liberalized shortly, possibly as early as April 1, as part of the liberalization necessary to carry out the Japanese Government's commitment to reduce the IQ list to 60 or fewer items by the end of 1971.

Greece extends duty-free importation of animal feed

The Greek Government has authorized the extension (for the ninth consecutive year) until Dec. 31 of the duty-free importation of fishmeal, meatmeal, soybean meal, special feedstuff preparations suitable for livestock and poultry, such as vitamins, antibiotics, spare elements, aminoacids, inorganic salts, cod liver oil, tonic preparations for reinforcing animal and poultry feedstuffs, and various patent medicines mixed with soybean meal, corn meal, bran or similar meal.

This extension was authorized by Joint Decision No. 407147/3518/Dec. 31, 1969, of the Ministers of Agriculture and Commerce, published in the Government Gazette Folio #10, Vol. II. Jan. 10, 1970.

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Pakistan's new policy allots 20% more foreign exchange for private imports

Industrial raw materials account for 85% of total allocation for first half of 1970; sample import ceiling doubled; steel billets on free list

Pakistan's exchange allocations for private imports are 20% higher in the January-June licensing period than for the previous six months. Industrial raw materials account for 85% of the total allocation, and 90% of the remainder is allocated for imports of medicines.

The ceiling for imports of samples has been raised from Rupees (Rs.) 250 to Rs. 500 per year (Rs. 4-76=$1 at the official rate).

The new policy contains few changes from the framework of the previous six-month licensing policy (INTERNATIONAL COMMERCE, July 28, 1969). Imports are regulated by licensing and exchange controls, with private imports permissible under the free list, licensable list, cash-cum-bonus list and full bonus list.

The free list, requiring no formal licensing, contains essential industrial materials to be imported from specified sources under loan, trade or barter agreements. Free list items are importable at the official rate of exchange. Under the new policy, the list of 14 items remains unchanged except for the addition of steel billets to be imported against U.S. aid financing. With certain exceptions (iron and steel items, nonferrous metals and billets) industrial consumers may open letters of credit for free list items at 100% of their half yearly entitlement. As to iron and steel and nonferrous metals, industrial consumers may import only 50% of their half yearly entitlement from the free list but may obtain the balance of their entitlements under cash-cum-bonus, described below.

Subject to maximum limits

Commercial importers may open letters of credit for items and amounts determined by the regional controllers, subject to maximum limits on letters of credit specified in the policy.

The licensable list of 36 items includes crude petroleum; certain petroleum products; drugs and medicines; books, journals and magazines; tractors; electro-medical, optical, and scientific instruments and apparatus; laboratory glassware; and other essential items. Five new items have been added to this list: milk food for infants and umbrella wire for East Pakistan only; and for both East and West Pakistan, one-day old chicks for the poultry industry, ingredients of poultry feed not domestically produced and dextrose anhydrous.

Under the expanded licensable list actual users may import books, drugs and medicines (allocations have been increased), scientific instruments and laboratory glassware.

Industrial and commercial importers are issued licenses for items on the licensable list at quota percentages without facilities for repeat licenses. Licensing percentages will be announced by the regional controllers.

Licenses for items on the cash-cum-bonus list require surrender of bonus vouchers equal in value to 50% of the value of the goods. Recent rates for bonus vouchers have been between Rs. 170 and Rs. 180 for a voucher with a face value of Rs. 100. This results in an effective exchange rate for the importer under cash-cum-bonus of Rs. 8.888 to Rs. 9.12 for each U.S. dollar.

In previous policies, bonus vouchers had to be surrendered upon application for a license. To lower the cost of importing, bonus vouchers may now be surrendered at the time of arrival of the goods.

Some items previously allowed under the cash-cum-bonus scheme to industrial consumers only are now allowed also to commercial importers. It is expected that such imports will be supplied to small industrial units which have no import entitlements of their own. These items include china and ball clay, electric insulating material, parts and accessories of domestic sewing machines excluding notified items, graphite carbon electrodes, lithophone, barytes (snow white grade only), rubber thread, specified parts and accessories of cycles, and super concentrates and premix.

The cash-cum-bonus list consists of 115 items, mostly industrial materials. Re-rolled scrap and specified industrial oils have been shifted to this list from the bonus list. Other items of types not domestically manufactured—specifically automobile spares, tires and tubes for motor scooters and rickshaws and four varieties of paper—have also been shifted to the cash-cum-bonus list.

With minor exceptions, (sheet and plate glass, commercial vehicles CKD, tissue paper, tea, iron and steel items, metals and nylon-twine) industrial consumers will be issued cash-cum-bonus licenses at 100% of their half-yearly entitlement. Repeat licenses may be allowed under cash-cum-bonus for all items on the free list, licensable list and cash-cum-bonus list under procedures to be announced later.

Licenses for commercial importers will be issued at specified percentages of their half-yearly entitlements. The percentages will be announced later by the regional controllers. Licenses will be issued to actual users for laboratory glassware; electro-medical, scientific, and surgical instruments, apparatus and appliances; and optical instruments, excluding binoculars.

Licenses for items on the full bonus list are obtained against surrender of bonus vouchers equivalent to the entire value of the item. The effective bonus exchange rate at the bonus voucher selling price mentioned earlier is between Rs. 12.95 and Rs. 13.44 per U.S. dollar.

Newly eligible imports

Several items previously not importable under any list may now be imported under full bonus. These include refrigeration gases (West Pakistan only), metal optical frames, rims and decorations, oil impregnated and dried filter paper and appexior compound for the paint industry. Also newly allowed under full bonus are the following items not domestically produced: raw materials for drugs and medicines and certain types of electric bulbs. Caustic soda is now allowed for West Pakistan although a duty of Rs. 300 per ton is levied to protect local industry.

New commercial importers from underdeveloped areas were enlisted for eight items on the bonus list in the current shipping period. These items include books, journals and magazines, drugs and medicines, homeopathic medicines, chemicals, coal tar dyes, scientific instruments, second hand clothing and marine diesel engines (East Pakistan only).

All items on the free list, cash-cum-bonus list and licensable list are also eligible for import under full bonus. Items not on one of the four import policy lists are considered ineligible for import unless specifically authorized.

The Raw Material Replenishment

Scheme has now replaced the Export Performance Licensing Scheme. The new scheme permits exporting industries to obtain additional licenses for certain items required for their export production up to specified percentages of the f.o.b. value of their exports. Imports under this scheme will be at the cash-cum-bonus rate.

The new import policy has set up a special fund to advance foreign exchange to importers for goods under yet-to-be financed foreign credits. In other changes, certain items will be licensed on an annual rather than a semi-annual basis in order to realize economies of scale. These include mercury, pig iron, spare parts for the jute industry, and the following items under Canadian credit: sulfur, copper, aluminum, wood pulp, asbestos fiber, zinc, lead, and synthetic rubber.

The Trading Corporation of Pakistan (TCP) currently is the sole importer of pig iron; steel billets from tied sources other than the United States; steel strips; copper rods and ingots; aluminum, zinc and lead ingots; sulphur; raw rubber; betel-nuts; artsilk yarn; sugar from tied sources; and mercury.

The price of steel strips, zinc, lead and sulphur imported by the TCP, previously based on the cash-cum-bonus exchange rate, will now be based on the highest landed cost converted at the official rate. This is expected to result in sizable price reductions to industrial consumers.

For information concerning the treatment of individual commodities, **write:** Near East-South Asia Division, OIRE/BIC, U.S. Department of Commerce, Washington, D.C. 20230.

The Overseas Business Report (OBR 68-16), *Foreign Trade Regulations of Pakistan* provides basic information on licensing policy, including procedures under the four licensing lists mentioned in this article. It is available for 15¢ from the Superintendent of Documents U.S. Government Printing Office, Washington, D.C. 20402.

India relaxes visa rules for visits of under three weeks

Foreign tourists planning to visit India for three weeks or less need not obtain a visa under new Government of India visa regulations. Previously, visitors could remain only seven days in the country on a temporary landing permit. The new regulations include holders of American official and diplomatic passports who are visiting India as tourists, but do not apply to individuals entering India by land.

A temporary landing permit is available without charge, but it cannot be extended beyond the 21-day period. Furthermore, a tourist who enters without a visa cannot easily change his status; any traveler who thinks he might have to stay beyond the three-week limit should apply in advance for the usual tourist visa.

Ethiopia ends deposit, invoice requirements

25% levy on consumer imports, pro-forma invoice dropped

The National Bank of Ethiopia recently announced that the 25% prior deposit requirement affecting the importation of consumer goods has been discontinued effective Feb. 1. In addition, with the exception of goods imported under letter-of-credit terms, the requirement that a pro-forma invoice be submitted when making application for foreign exchange has also been discontinued.

The text of the National Bank Notice making these changes follows:

"Notice is hereby given that on and after Feb. 1, 1970, all applications for foreign exchange for imports which were previously subject to prior deposits of 25% will be authorized for payment by clean transfer (i.e. mail or telegraphic transfer), letter of credit, or cash against documents at sight only.

"Importers are further notified that on and after the date referred to above, it will no longer be necessary for applications for foreign exchange for imports of goods which were previously subject to prior deposits to be supported by pro-forma invoices and to be submitted for authorization before placing firm orders, with the exception of goods to be shipped against payment of letter of credit. All such applications submitted after the date specified must accordingly be accompanied by three copies of the suppliers' invoices covering the goods shipped or to be shipped, which invoices must be certified by the suppliers as being true and correct.

"In the case of goods to be shipped against payment by letter of credit, when placing a firm order, importers should request suppliers to send direct to them three copies of the sale contract, confirmation of sale or a pro-forma invoice, signed by the suppliers, which should contain a full description of the goods, c.i.f. value, the terms of delivery, and the method of payment. Such sale contract, confirmation of sale or pro-forma invoice should be attached to the application for an allocation of foreign exchange to be submitted to the Exchange Control by the importer prior to opening the letter of credit through an authorized bank in Ethiopia.

"Applications which have already been authorized on the basis of pro-forma invoices will continue to be valid for payment until Feb. 28, after which date they will be regarded as canceled; new applications for the goods covered by the canceled licenses should thereafter be submitted, accompanied by the suppliers' certified invoices as required under the preceding paragraph, and by the canceled licenses.

"Importers should take particular note that documentary evidence of importation of goods into Ethiopia *must* be submitted to the Import Control Section at the Exchange Control Department within a maximum period of three months from the date on which payment under the authorized license is effected."

World Bank loans assist Yugoslav telecommunication, Iranian farm credit project

The World Bank has approved a loan of $40 million for a telecommunications program in Yugoslavia, and $6.5 million for a program to increase agricultural production in Iran.

All imported goods and services financed with the loans will be procured through international competitive bidding.

The Yugoslav project being assisted by the Bank loan is part of a $470 million seven-year telecommunications development program and comprises works costing $95 million to improve the national long distance transit and international networks. It includes the installation of automatic international telephone and telegraph exchanges in Belgrade and Zagreb, and related international telecommunications links. An important item will be a ground station for satellite communications.

The loan to Iran will assist efforts to increase agricultural production by providing additional credit for farm development. It will provide foreign exchange for the Agricultural Development Fund of Iran's (ADFI) $16 million three-year lending program under which credits will be extended to operators of the larger farms primarily for the production of oil seeds, dairy products and meat, which Iran now imports in large quantities, and for deciduous and citrus fruits which are important exports. Some funds will also be available for crop preparation, packaging and cold storage enterprises.

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A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

SEMIANNUAL

CHECKLIST

INTERNATIONAL BUSINESS PUBLICATIONS

March 1970

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U.S. DEPARTMENT OF COMMERCE

Bureau of International Commerce

CHECK LIST

This listing of international business publications appears twice each year. Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce. The opening pages of this listing describe individual publications and provide capsule summaries of Commerce's various series of publications on world trade. The Country List is a handy reference to all publications on a particular country.

Two supplements were added to the Checklist in 1969. Supplement No. 1 is the Trade List Catalog, described under the Trade Lists heading. Supplement No. 2 is the Market Share Reports Catalog, described under the Market Share Reports heading. These two catalogs extend considerably the reference coverage of the Checklist.

Foreign Production and Commercial Reports

(formerly Foreign Market Reports)

This series consists of more than 300 reports a month received by the Department of Commerce from specialists in U.S. Foreign Service Posts abroad. Individual reports are so specialized in their coverage of commercial news and developments that they are of primary interest only to specific segments of the U.S. business community and they are distributed only on individual request to American businessmen in the United States.

They include commodity-oriented reports on production and other developments in the agriculture, manufacturing, mining, fisheries, power and fuels, transportation, distribution and trade, construction and communication fields. The data they provide are especially valuable to companies that maintain a continuing and detailed examination of market potentials throughout the world.

The reports are listed in monthly and cumulative annual indices and both the reports and the indices are provided without cost in response to specific requests received on business letterheads.

Write: Commercial Intelligence Division, Code 924, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Commerce Business Daily

COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $25 a year, $52 additional for airmail delivery in the U.S.

Trade Mission Reports

Opportunities for U.S. trade with countries visited by U.S. Trade Missions are described in special reports which appear, when available, in the **Country List.**

How To Order

The U.S. Department of Commerce publications in this Checklist may be ordered from:

U.S. Department of Commerce
Sales and Distribution Branch
Washington, D.C. 20230.

Please include complete titles and numbers in your order.

Payment may be made by check or money order payable to the Superintendent of Documents or by the Superintendent of Documents coupons.

When charging to a Deposit Account with the Superintendent of Documents, please give Deposit Account number.

Overseas Business Reports

These reports provide basic background data for businessmen who are reviewing their international trade position in current markets, or who are considering entering new areas. They cover basic, authoritative information on both developing and industrialized countries.

Each OBR discusses one single topic on one country, such as: "Basic Data on the Economy of . . ."; "Foreign Trade Regulations of . . ."; "Market Factors in . . ."; "Selling in . . ."; or "Establishing a Business in . . ."; and statistical reports on U.S. trade with major world areas.

Approximately 100 reports are published every year. Each title is revised and updated as required.

OBR's originate with the Bureau of International Commerce and in a few cases with the Business and Defense Services Administration; the latter may be identified by the initials BDSA.

Subscribers can maintain a current reference service on the major trading nations of the free world. The reports are punched for use in a standard three-ring binder and are indexed by country in the semi-annual Checklist for International Business Publications.

Subscriptions, $16 a year ($5 additional for foreign mailing). Individual titles, 15¢ each.

See **Country List** for titles.

Foreign Economic Trends and Their Implications for the United States

This series of country-by-country reports gives an in-depth review of current business conditions, current and near-term prospects, and the latest available data on GNP, foreign trade, wage and price indices, unemployment rates and construction starts. They are particularly valuable for their interpretation of the implications of current developments for business in the year ahead.

Reports range from 4 to 12 pages and number approximately 150 a year. Reports are received from major markets semi-annually and from others annually.

FOREIGN ECONOMIC TRENDS are compiled by the U.S. Embassy Commercial Staff, transmitted to the United States by air, and promptly reproduced to give subscribers these timely reports as soon as they are received from abroad.

Subscriptions, $16 a year ($5 additional foreign mailing). Individual issues, 10¢ each.

Available reports appear in the **Country List.**

Trade Lists

Arranged by 5-digit Standard Industrial Classification (SIC) number, Trade Lists give the names and addresses of foreign firms—importers, distributors, agents, and manufacturers—in a given country that are interested in handling given commodities.

The entry for each firm includes its name; mailing address; name and title of the chief executive; the type of organization;

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the date of its establishment; and its size. The entry also states whether the firm has a U.S. representative, and the language of correspondence.

Every entry in the Trade Lists is based on a World Trade Directory Report (see below) conducted by a U.S. Foreign Service Officer. Trade List entries show the date of the World Trade Directory Report.

Lists are $1 per country for each principal SIC product category. Available from Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Trade List Catalog. Supplement No. 1 to the 1969 Semiannual Checklists. This separate catalog includes nearly 1,500 lists for 60 countries. Lists are arranged under country headings. Number of names in each list are given. Catalog is 20 pp. Free. Available from Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office.

World Trade Directory Reports

Compiled by U.S. Foreign Service Officers, World Trade Directory Reports give basic commercial and descriptive background information on individual foreign firms.

The typical report includes information on the firm's method of operation, sales territory, capital, sales volume, general reputation in trade and financial circles, and names of the firm's trading connections, including U.S. firms, as well as the type of organization, lines handled and names of owners and officers. Reports are up-dated regularly.

A World Trade Directory Report on an individual foreign firm is a useful enlargement on the information given about the firm on a Trade List.

If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

Reports, $2 each. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Export/Import Summaries

The Business and Defense Services Administration (BDSA) has announced that the Export/Import Summaries service provided by BDSA through the Clearinghouse for Federal Scientific and Technical Information was discontinued with the transmittal of the December 1969 reports. This step was taken because the relatively small demand did not justify the substantial cost of maintaining the service.

Those who are still interested in receiving the type of data available for specific groups of products in the Export/Import Summary series may get an official estimate of the cost of providing the information by contacting David N. Cohen, Director, Statistical Operations and Analysis Staff, BDSA, Washington, D.C. 20230.

Additional Checklists Free on Request

International Marketing Information Service

Five related, marketing-oriented publications are being issued by the International Marketing Information Service (IMIS) as a key element in the Department's effort to increase U.S. exports to $50 billion a year by 1973. The five publications include two recently added reports and three that had previously been in publication.

The latest reports are Country Market Digests, prepared by the Bureau's Office of International Regional Economics (OIRE), and World Markets for U.S. Exports, prepared by the Bureau's Office of International Trade Promotion (OITP).

The three previously existing publications are Market Share Reports prepared by the International Trade Analysis Division (ITAD); Country Market Surveys, prepared by OIRE and formerly titled Market for U.S. Products in . . .; and Exhibitor's Export Market Guides, prepared by OITP, formerly called Export Market Guides.

• Country Market Digests

These reviews by industry and product category identify 10 to 15 "most sellable" products in individual countries. This information will be provided for about 50 leading markets throughout the world, and will be updated periodically. It is of value both to established exporters and to firms considering entering export markets. 10¢ each.

Available digests are listed in the **Country List,** with product descriptions for each country given in a separate section of this Checklist.

• World Markets for U.S. Exports

Based on market studies obtained by contract with local research firms abroad, these reports provide in-depth information that precisely identifies products offering the best export potential for individual foreign markets, including those not covered by commercial exhibitions. Each report focuses on one category of equipment for a specific country, such as: Industrial, Scientific Instrumentation—Brazil; or Laundry and Dry Cleaning Equipment—France. 10¢ each.

Available reports are listed in the **Country List.**

• Exhibitor's Export Market Guides

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach and sales and technical requirements. 4 to 8 pages. 10¢ each.

For availabilities, see **Country List.**

• Market Share Reports

These reports make up a statistical picture of international trade in manufactured products, covering more than three-quarters of the total exported output of all the free world's factories.

They are unique as references that trace shifting trends in the movement of goods between countries. The five-year spread of data on the imports of more than 1,100 commodities by 90 countries reflects both changing levels of those countries' import demand and shifts in the relative competitive positions of exporting countries. U.S. shares of the market for 850 selected commodities in major markets are given in percentage terms and the shares of our eight principal competitors can be calculated easily from the data.

For the individual business executive, the Market Share Reports are the only available tool by which he can compare his own export performance to any specific market over the five-year period with that of his own industry as a whole or with that of manufacturers of the same product in other countries.

The 73 country reports are priced at 75¢ each and the 1,100 commodity reports at 10¢.

Two case studies are available that show the uses of the country and commodity reports.

"Overseas Business Reports: The Use of Market Share Reports." Commodity Report on Air-Conditioning Machines. OBR 69-5. 8 pp. March 1969.

"The Uses of Market Share Reports: Country Report on Italy." OBR 69-6. 8 pp. March 1969.

Market Share Reports Catalog. Supplement No. 2 to the 1970 Semiannual Checklist. Lists all published Market Share Reports. Catalog is 16 pp. Free. Available from Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230, or from any Department of Commerce Field Office.

• Country Market Surveys

Each of these detailed and penetrating studies provides an evaluation of the nature and scope of the market for U.S. products in an individual country.

Included are an outline of the country's industrial establishment, banking and finance structure and natural resource development, and descriptions of present import patterns, distribution facilities and trade practices.

The market for selected commodities is analyzed.

Available surveys are listed in the **Country List.**

1970 World Holidays Listed

a calendar for 120 nations shows 300 official holidays.

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Special Publications

BUSINESS MACHINES, PRODUCTION AND TRADE OF IN PRINCIPAL WORLD MARKETS. Contains data covering production, imports and exports of business machines by the United States and 19 other nations, plus market highlights on each country. 24 pp. 40¢

CAREER OPPORTUNITIES IN DOMESTIC AND INTERNATIONAL BUSINESS IN COMMERCE. Lists opportunities in the Department in the Domestic & International Trade Field, and explains the organization of related bureaus in the Department. 12 pp. Free.

COMMERCE COOPERATIVE OFFICE PROGRAM. What it is. What it does. Explains extension of Department of Commerce services through cooperative Chamber of Commerce Field Office Support, and responsibilities of cooperating offices. 2 pp. Free.

DOING BUSINESS WITH NATO. REVISED 1968. 12 pp. Free.

EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each.

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U.S. Solo Exhibitions, International Trade Fairs: *Tel Aviv, Israel*—☐ Hotel, Restaurant Equipment, Oct. 5-10, 1969, IMIS—69-54. *Rhine River Solo* (Germany, Netherlands)—☐ Controls, Computers, Oct. 13-25, 1969, IMIS—69-60. *Hanover, Germany*—☐ Air Show, April 24-May 3, 1970, IMIS—69-86. *Amsterdam, Netherlands*—☐ Europort '69, Nov. 11-15, 1969. *Karlsruhe, Germany*—☐ Advanced Medical Equipment, June 6-10, 1969. *Osaka, Japan*—☐ Electronics, Oct. 1-7, 1969, IMIS—69-55 ☐ Modern Food Processing/Serving Equipment, July 21-25, 1969. *London, U.K.*—☐ Metallurgy '70, Dec. 8-12, 1969, IMIS—69 61 ☐ Packaging Equipment & Materials, June 22-26, 1970, IMIS—69-79. *Paris, France*—☐ Instrumentation-Automation Equipment, May 27-June 4, 1970, IMIS—69-82. *Tehran, Iran*—☐ U.S. Industrial Machinery, May 16-21, 1970, IMIS—69-78. *Mexico City, Mexico*—☐ Printing & Graphic Arts Equipment, April 20-25, 1970, IMIS—69-84.

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Country Market Survey.
Africa: A Growth Market for U.S. Business. 96 pp. 1968. 75¢
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Digest of African Countries' Economic Development Plans. OBR 69-66. 24 pp. Dec. 1969
Government Procurement Practices in Selected African Countries. OBR 66-65. 12 pp. Oct 1966
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Market Profiles. OBR 69-34. 44 pp. July 1969
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Market indicators for E. Asia. OBR 68-8. 24 pp. Mar. 1968
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Market Share Reports. See Market Share Reports Catalog
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[1] Issues that are useful only as a guide to the nation's tariff structure—duty rates are changed extensively since publication.
[2] Journals that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.
[3] Generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain EFTA, EEC, or Commonwealth countries have changed since publication.
[4] Omits reference to LAFTA preferential rates.
[5] Foreign trade is wholly a state monopoly. Although a two-column tariff schedule is published, the duties, for practical purposes, are an internal accounting device not of concern to U.S. exporters.

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As a member of a Yugoslav industrial consortium, the company has access to a sales network operating throughout Africa, the Middle East and South Asia. It also distributes its products in East European Markets.

Write: Walter Staudinger, Assistant General Manager, Tvornica Parnih Kotlova, Zagreb, Yugoslavia. WTD. **P-70442.**

Brochures outlining the Yugoslav firm's current production capabilities are available from the Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

Swiss firm wants license for metal plating process

Licenses and technical know-how for new processes in the metal plating field are sought by a Swiss firm specializing in the treatment of metal surfaces. The company is well established and has an active business.

Write: Werner Scherrer, Manager, Erne Ltd., Industriestrasse, 8108 Dallikon, Switzerland. WTD. **P-70434.**

U.K. firm wants to make air pollution equipment

Ames Crosta Mills Ltd., a manufacturer of water pollution control equipment, is interested in licenses to produce air pollution control apparatus, particularly for industrial applications. Recently, the firm acquired a small concern engaged in the servicing of electrostatic precipitators used for removing dust particles from air and gases before their discharge into the atmosphere. It is for this division, which has a qualified team of air pollution engineers, that licenses are sought.

Write: Ames Crosta Mills & Co. Ltd., Heywood, Lancashire, England. WTD. **P-70435.**

German pipelining firm expanding operations; seeks licensing agreements

A German manufacturer of plastic and rubber linings utilized to insulate textile and chemical processing equipment from heat, cold, and corrosion wants to expand operations. It seeks licensing agreements to make related products. The firm's linings are used in chemical baths, containers and pipes.

In connection with its expansion program the company has erected a new plant and acquired land for future construction purposes.

Write: Warsteiner Gummierungswerk GmbH & Co. KG, 59 Belecker Landstrasse, 4788 Warstein, Germany. WTD. **P-70444.**

Brochures describing the firm's products in German are available from the Office of International Investment, U.S. Department of Commerce (BIC-878), Washington, D.C. 20230.

Ladies' leisure wear concern interested in expanding line

A leading Belgian manufacturer of ladies' lingerie and swimwear is seeking to expand its product line to include ladies' leisure wear such as jeans, slacks, sweaters and shirts for European markets. The firm is interested in either a joint venture or licensing agreement for this project.

Write: N. V. Creastyle, 1 Ruttenburgstraat, Oudenaarde, Belgium. WTD. **P-70432.**

Japanese-owned copper firm in Peru expands its plant

The Cia. Minera Condestable, S.A., a Peruvian firm owned jointly by Nippon Mining Co. Ltd. and Mitsui & Co., has inaugurated the expansion of the concentrating plant at its Condestable copper mine, located 94 kilometers south of Lima in the Province of Canete.

With a reported investment of $750,000, the capacity of the concentrator plant has been expanded to 600 tons per day, or double the capacity when the operation began in 1963. The company expects to produce at least 15,000 tons of concentrates per month with an average metal content of 2.4%. All production from the mine is exported to Japan. The mine employs 1,000 workers.

Prequalifications sought by Philippines on future Pantabangan Dam

The National Irrigation Administration will shortly undertake the construction of the Pantabangan Dam and appurtenant structures in Central Luzon. The dam site is located on the Pampanga River downstream from the junction of the Carranglan and Pantabangan Rivers, about 20 kilometers north of Rizal in Nueva Ecija Province. Tenders for construction of the dam and appurtenant structures (Main Construction Contract) will be invited in mid-1970 from only those general construction contractors who have been prequalified by the National Irrigation Administration.

The contract will include construction of a 100-meter high zoned fill dam, saddle dikes and ridge blanketing, concrete spillway, concrete diversion structure (probably tunnels), river outlet structure and minimum provisions for future power facilities. This construction will involve placing approximately 10 million cubic meters of earth and rock embankment and some 100,000 cubic meters of concrete in the appurtenant structures.

The Republic of the Philippines has received a loan from the World Bank in various currencies equivalent to $34 million (U.S.) toward the cost of the Upper Pampanga River Project and it is intended that a portion of the proceeds of this loan will be applied to foreign exchange requirements under this construction contract. The cost in Philippine currency will be financed from local sources.

General construction contractors who are interested in bidding on the proposed construction work for the Pantabangan Dam and Appurtenant Structures are invited to apply not later than April 15 for prequalification instructions to any of the following addresses: APC Building, Elliptical Road, Diliman, Quezon City, Philippines, Cable Address: NIAPHIL, Manila: or ECI-EDCOP, P.O. Box 1493, Manila, Philippines; or ECI-EDCOP, 1901 South Navajo St., Denver, Colorado 80223, Cable Address: ECIDEN, Denver.

Requests for prequalification instructions shall be marked "Upper Pampanga River Project" and shall indicate the name, title and address of the person to whom future correspondence should be directed.

Greece desires to purchase public telephone pay stations

The Hellenic Telecommunications Organization has issued Tender No. 6763 for the supply of 1,000 toll-coin operated public telephone paystations. The bid deadline is April 14.

Bids should offer thermoplastic handsets, handset cords, coin boxes, housings and associated equipment at an estimated cost of $1 million.

Copies of the tender announcement and specifications are available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

201 Meat products

20111—FRANCE—Beef, edible organs such as tongues, livers, in large quantities. Exclusive representation. Claude Bernard Pujos (distributor, agent), 18 Place de la Daurade, 31 Toulouse. WTD 7/69.

20114—FRANCE—Pork, variety meats and edible organs such as livers, brains, in large quantities. Exclusive representation. Claude Bernard Pujos (distributor, agent), 18 Place de la Daurade, 31 Toulouse. WTD 7/69.

221 Broad woven fabric mills, cotton

22110—SOUTH AFRICA—Upholstery curtain fabrics; finished cotton dress fabrics, printed, plain, in medium to low price range. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22210—SOUTH AFRICA—Finished manmade fiber dress fabrics, printed, plain in medium to low price range. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

224 Narrow fabrics, other smallwares mills

22410—SOUTH AFRICA—Narrow fabrics,

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laces, embroidered ribbons, etc. F. O. Meyer & Co. Pty. Ltd. (agent), P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

225 Knitting mills, products

22524—PANAMA—Ladies stockings, including panty hose. Distribuidora de Productos Franceses, S.A. (importer, distributor, agent), P.O. Box 64, Colon. WTD 2/70.

231 Men's, youths', boys' suits, coats, overcoats

23111 — SOUTH AFRICA — Men's suits, medium to low priced. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

23210 — SOUTH AFRICA — Men's shirts, dress, sport, work; men's pajamas; medium to low priced. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

234 Women's, misses', children's, infants' under garments

23412—SOUTH AFRICA—Women's underwear, medium to low priced. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

235 Hats, caps, millinery

23510—SOUTH AFRICA—Women's hats, fur-felt, wool-felt, visca cloth, medium to low priced. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

239 Fabricated textile products

23920—SOUTH AFRICA—Tablecloths, napkins, place mats, place mat sets, low to medium priced. F. O. Meyer & Co. Pty. Ltd. (agent), P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

261 Pulp mills

26110—SPAIN—Raw cellulose pulp; also bleached, kraft, etc. Desires to purchase approximately 130,000 tons a year. Correspondence requested in Spanish or French. Union Espanola de Fabricantes de Papel y Carton, S.A. (agent), Alcala, 85, Madrid (9). WTD 2/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28410 — SWITZERLAND — Brandname household soaps, specialty cleaners, detergents. Barbezat & Cie.; Attn: Mr. J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

28420 — SWITZERLAND — Brandname household insecticides, repellents, specialty cleaning, sanitation products, polishes, waxes. Barbezat & Cie.; Attn: Mr. J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

28440—SWITZERLAND—Brandname toiletries, cosmetics, hair preparations and dressings; toothpastes, mouthwashes. Barbezat & Cie.; Attn: Mr. J. E. Hardmeyer (importer, distributor, manufacturer), CH-2114 Fleurier. WTD in preparation.

28443—PANAMA—Toiletries. Distribuidora de Productos Franceses, S.A. (importer, distributor, agent), P.O. Box 64, Colon. WTD 2/70.

287 Agricultural chemicals

28790 — SPAIN — Agricultural pesticides, other agricultural chemicals, especially those recently developed which are not yet known in the Spanish market. Exclusive agency. Quimica Iberica, S.A. (importer, distributor, manufacturer), Plaza del Marques de Salamanca, 11, Madrid (6). WTD 2/70.

289 Chemical products

28993 — SWITZERLAND — Metalplating compounds, related products for treatment of metal surfaces. ERNE: Ltd. Galvanotechnik; Attn: Mr. Scherrer (manufacturer, agent), Industriestrasse, 8108 Dallikon. WTD 1/70.

322 Glass, glassware

32291—SOUTH AFRICA—Table, kitchen, oven, art novelty glassware. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

323 Glass products

32315—PANAMA—Make-up mirrors. Distribuidora de Productos Franceses, S.A. (importer, distributor, agent), P.O. Box 64, Colon. WTD 2/70.

326 Pottery, related products

32630 — SOUTH AFRICA — Household crockery; art, decorative and novelty pottery. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

32911—SOUTH AFRICA—Synthetic stones for gem stone use in jewelry. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

342 Cutlery, hand tools, general hardware

34293—SOUTH AFRICA—Vacuum bottles, pitchers, servers, etc.; insulated picnic jugs, picnic chests, coolers, etc.; table cutlery sets. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

35310—SWITZERLAND—Heavy duty construction machinery, related equipment. Intomatic Volketswil AG (importer, distributor, agent), Industriestrasse 16, 8603 Schwerzenbach. WTD 1/69.

354 Metalworking machinery

35410—SPAIN—Machine tools, metal-cutting types. Correspondence requested in Spanish. Miguel Lobato Villasol (agent), Estadio, 4, Valladolid. WTD 1/70.

35420—SPAIN — Machine tools, metal-forming types. Correspondence requested in Spanish. Miguel Lobato Villasol (agent), Estadio, 4, Valladolid. WTD 1/70.

35440—SPAIN—Special dies, tools, jigs, fixtures. Correspondence requested in Spanish. Miguel Lobato Villasol (agent), Estadio, 4, Valladolid. WTD 1/70.

35450 — SPAIN — Machine tool accessories. Correspondence requested in Spanish. Miguel Lobato Villasol (agent), Estadio, 4, Valladolid. WTD 1/70.

35480 — SPAIN — Metalworking machinery, n.e.c. Correspondence requested in Spanish. Miguel Lobato Villasol (agent), Estadio, 4, Valladolid. WTD 1/70.

35482—SWITZERLAND—Small air operated nailing guns and nailing machines for nails up to 3½" length suitable for manufacturers of furniture and carpenters. Protechnik AG; Attn: Mr. Mathe (distributor, agent), Alfred Escher Strasse 23, 8027 Zurich-Enge. WTD 12/69.

355 Special industry machinery

35550—GERMANY—All types of machinery, equipment used by book printing trade. Correspondence requested in German. Josef Funk K.G. (importer, distributor, agent), D-7501 Oberweier, Baden, Industriestrasse. WTD 11/69.

35595—KOREA—Bottle-forming machines. Catalogs, price lists, specifications requested. Poong Jin Trading Co., Ltd., (Poong Jin Mooyok Chusik Hoesa) (importer, manufacturer, agent), I.P.O. Box 3684, Seoul. WTD in preparation.

357 Office, computing, accounting machines

35740—SWITZERLAND—Calculating, accounting, invoicing, automatic typewriting, copying and other novelty office machines and supplies. Ferdinand Spaeti (importer, distributor, retailer), Hirschenplatz 10, 6000 Lucerne. WTD 1/69.

358 Service industry machinery

35854 — SWITZERLAND — Compressors, compressor units and similar accessories for industrial, commercial refrigerators. Charles Hasler, Maschinen und Apparate en Gros (distributor, agent), Althardstrasse 238, P.O. Box, 8105 Regensdorf. WTD 2/69.

361 Electric transmission, distribution equipment

36112—SOUTH AFRICA—Electric measuring instruments and test equipment, pocket, portable, panelboard. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

362 Electrical industrial apparatus

36220—SWITZERLAND—Industrial control apparatus and units. Dumaco AG; Attn: Mr. Manta, Ing. (importer, distributor, manufacturer), Elfenaustrasse 3, 2500 Biel. WTD 4/69.

365 Radio, television receiving sets

36512—SOUTH AFRICA—Household television receivers; portable transistor radios. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St.,

P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

373 Ship building, repairing

37321—IVORY COAST—Airboats such as used in Everglades; for use in swamps and shallow lagoons in Ivory Coast. Correspondence requested in French. Michel Breion, Atelier de Construction Soudee (importer, distributor), A.C.S., B.P. 20052, Abidjan. WTD 1/69.

375 Motorcycles, bicycles, parts

37510 — SWITZERLAND — Medium and heavy motorcycles, accessories. Otto von Arx (distributor, agent), Baslerstrasse 240, 4632 Trimbach. WTD 1/70.

381 Engineering, laboratory, scientific research instruments

38110—IRAN—Scientific and testing instruments. Specifications, quantities to be determined through direct correspondence. IMACO, Ltd. (importer, distributor, agent), 111 Sezavar Ave., Tehran. WTD 2/70.

38110 — SWITZERLAND — Electronic testing and control apparatus, instruments and equipment for application in textile industries. Heberlein & Co. AG; Attn: Mr. Walt (distributor, agent), Trading Div., Eidmattstrasse 14, 8032 Zurich. WTD 10/69.

38112—SWITZERLAND—Laboratory and plant equipment for medical, chemical purposes, in particular for microbiology, fermentation. Infors SA (importer, distributor, agent), Burgunderstrasse 42, 4000 Basel. WTD 1/69.

38112 — SWITZERLAND — Laboratory equipment, instruments for microbiology applications. Tecnorama AG; Attn: Mr. Citrini (importer, distributor, agent), Rieterstrasse 48, 8002 Zurich. WTD 4/69.

384 Surgical, medical, dental instruments

38410 — SWITZERLAND — New-born's apparatus, monitors, respirators. Infors SA (importer, distributor, agent), Burgunderstrasse 42, 4000 Basel. WTD 1/69.

385 Ophthalmic goods

38513—PANAMA—Fashion glasses. Distribuidora de Productos Franceses, S.A. (importer, distributor, agent), P.O. Box 64, Colon. WTD 2/70.

394 Toys, amusement, sporting goods

39410 — SOUTH AFRICA — All types of toys, children's vehicles; skindiving equipment (scuba type). F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

39490—SWITZERLAND—All kinds of exclusive sporting instruments, goods and articles. Liebermann Waelchli & Co. AG; Attn: Mr. Wirz (distributor, agent), Talstrasse 62, 8001 Zurich. WTD 5/69.

396 Costume jewelry, novelties, buttons, notions

39610—SPAIN—Costume jewelry. Prominsa Latino Americana, S.A. (agent), Juan Bravo 49 (duplicado), Madrid (6). WTD 4/69.

39630—SOUTH AFRICA—Metal buttons, buckles, other metal accessories for leather, plastic products. F. O. Meyer & Co. Pty. Ltd. (agent), 25 Hope St., P.O. Box 3047, Cape Town, Cape Province. WTD in preparation.

399 Manufacturing industries

39999—PANAMA—Wigs. Distribuidora de Productos Franceses, S.A. (importer, distributor, agent), P.O. Box 64, Colon. WTD 2/70.

April deadline set for bidders on carrier telephone equipment

The Director General, Stores Division, Post Office Headquarters, has issued Tender No. P.O.H.Q. 170/9640 for carrier telephone equipment. The bid deadline is 12 a.m., April 8.

Bids should offer carrier telephone equipment for new stations at Hamilton, Napier, Wellington, Waihere Island and Pukekohe, in accordance TRP 201 issue 1, and associated equipment schedule, specifications and drawings. This procurement is estimated to be worth NZ $1 million (NZ $1.00 = U.S. $1.12).

Copies of the tender announcement and specifications are available from the Director General, Stores Division, Post Office Headquarters, Wellington, New Zealand, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Dept. of Commerce, Washington, D.C. 20230 ★ (202-967-4823).

Nuts, bolts deadline extended

The Iranian State Railways, Tehran, has extended the deadline for large quantities of galvanized wire clips, turnbuckles, nuts, bolts and washers, from December 22 to April 20. (INTERNATIONAL COMMERCE, Nov. 17, 1969, page 34.)

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505, 843-2386.
ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.
ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404, 526-6000.
BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.
BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.
BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.
CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.
CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181, Ext. 375 and 376.
CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220, Ext. 2151.
CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 553-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.
CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.
DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303, 297-3246.
DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.
GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.
HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.
HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.
JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.
KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816, 374-3141.
LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.
MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.
MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.
MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.
NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.
PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.
PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1100 Liberty Ave. Area Code 412, 644-2850.
PORTLAND, ORE., 97204, 217 Old U.S. Court-House, 520 S.W. Morrison St. Area Code 503, 226-3361.
RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.
SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.
SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.
SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

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Ceylon receives aid for drainage, reclamation project; needs machines

The Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo, has received credit from the International Development Association (I.D.A.) in various currencies equivalent to $2.5 million towards the cost of a drainage and reclamation project. The supplies offered under this tender must be from any member country of the I.D.A. and Switzerland.

The six schedules contained in this tender generally consist of the following items:

Schedule A: Dump trucks, dumpers, steel barges, floating grab dredgers, push boats, outboard motors, mobile crane, crawler cranes, payloaders and tractors and trailers.

Schedule B: 5 and 10 cusec pumps (diesel, electric) hand held rock drills and blasting accessories, integral steels ⅞" hexagonal (various lengths), air compressors, 600 c.f.m. and portable grinders.

Schedule C: Low-bed machinery carrier, tipping trucks, mobile workshop and 2 and 4-wheel drive station waggons and land vehicles.

Schedule D: Electronic scanning machine.

Schedule E: SSB transreceivers (100 watts PEP) and transistorized echo sounder and recorder.

Schedule F: Generator sets (diesel) 5 to 6 KVA.

Tender documents, which require the signature of an issuing officer, are available at the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008 (202-463-4025). The bid deadline is 10 a.m. April 26. The reference number is COM/TEN/70/5.

Port of Singapore Authority is taking bids on harbor project

The Port of Singapore Authority (PSA) has invited tenders for the dredging of East Lagoon to a final depth. Bid documents are obtainable from the Chief Engineer, East Lagoon Development, PSA, Trafalgar St., Singapore 2, upon payment of a refundable deposit 300 Singapore dollars (US$164.47) made payable to the Port Accountant, Port of Singapore Authority. Companies are required to submit relevant details of their dredging experience.

Tenders in sealed envelopes are to be marked on the outside "Dredging to Final Depth at the East Lagoon" and must be deposited with the Chief Engineer by 8 p.m., Singapore time, March 30.

Electroplating association seeks to start bulk purchase program

The Venezuelan Electroplating Association, Camara Nacional de la Industria Galvanoplastica, Mata a Pichincha No. 132, Apartado No. 17007, Caracas, Venezuela, is attempting to establish a bulk purchasing program for its membership.

The total value of the possible export sale would be approximately $200,000. The bid deadline is March 31. Complete bid specifications are available from the Trade Opportunities Staff, BDSA-541, Room 4053, U.S. Department of Commerce, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

019 Miscellaneous agriculture

01920 — SWITZERLAND — Rootless seedlings of the following plants: Dracaena Sanderiana, Dracaena Deremensis Warneckei, Philodendron Florida Compacta and Hoya Exotica. Walter Luthi, Farn- und Grunpflanzen (horticulturist), Spez. Kulturen, 2543 Lengnau-Biel. WTD 9/68.

195 Small arms

19510—SPAIN—Small arms, especially for hunting purposes. Borchers, S.A. (importer, distributor), Apartado Postal #22, Guernica, Vizcaya. WTD 2/70.

196 Small arms ammunition

19610 — SPAIN — Small arms ammunition. Borchers, S.A. (importer, distributor), Apartado Postal #22, Guernica, Vizcaya. WTD 2/70.

204 Grain mill products

20424—SWITZERLAND—Dried, distillated corn, residue from distilling whisky, for livestock feeding; fish meal. PRIM-PAC; Mr. W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

208 Canned and preserved fruits, vegetables, sea foods

● **20800—CEYLON**—A) 130,000 cartons of canned fish each 48 x 15 or 16 oz. net weight. B) 65,000 cartons of canned fish each 100 x 5 or 5½ oz. net weight. Bid deadline 10 a.m., Mar. 17. General Manager, The Cooperative Wholesale Establishment, Box 990, Colombo 2 (202-967-4793).

209 Food preparations

20999—ISRAEL—Spices, all kinds including pepper, black/white, consumer sizes. Correspondence requested in French. Yehuda Laniado (importer, exporter), 10 Adam Hacohen St., Tel Aviv. WTD in preparation.

221 Broad woven fabric mills, cotton

● **22100—BURMA**—1.5 million yards of olive green 28 cotton drill, 900,000 yards of olive green 36 cellular cotton shirting, 70,000 yards of white 36 calico cloth, and 30,000 yards of white 44 cotton mosquito netting. Bids to be mailed to the Chairman, Textile Mills Procurement Committee, 53 Pyidaungsu Yeiktha Road, Rangoon, Burma. The closing date for bids is Mar. 16. Documents are available from the Office of Textiles, Room 5026, Department of Commerce, Washington, D.C. 20230 ★(202-967-5238).

22114—ISRAEL—Denim cotton yarn fabric, blue, for manufacture of jeans, any width, but preferably over 36 in. Initial order for 20,000 yds. for immediate delivery. Potential annual consumption up to 300,000 yds. The Mercantile Agencies Ltd. (importer, distributor), 3 Ha'aliya St., P.O. Box 2375, Tel Aviv. WTD in preparation.

222 Broad woven fabric mills, manmade fiber, silk

22217—IVORY COAST—Polyester fabrics for sale in Upper Volta, Niger, Togo, Dahomey. Please quote prices per kilo c.i.f. Abidjan, Lome, Cotonou. Correspondence requested in French. M. E. Grange, Societe Desplaces et Compagnie (importer, distributor), B.P. 2802, Abidjan. WTD 1/69.

229 Textile goods

22952—GERMANY—Vinyl coated fabrics for manufacture of sunshades, blinds. Correspondence requested in German. Mechanische Fensterbaenge GmbH (manufacturer), 255 Hafenstrasse, P.O. Box 3099, 285 Bremerhaven 21. WTD 2/70.

272 Periodicals: publishing, publishing & printing

27213 — ITALY — Modern magazines and periodicals in following fields: technical, engineering, medical sciences, business, etc. Rosenberg & Sellier (importer, publisher), Via Andrea Doria 14, 10123 Torino. WTD 7/69.

273 Books

27311—ITALY—College and university text books. Rosenberg & Sellier (importer, publisher), Via Andrea Doria 14, 10123 Torino. WTD 7/69.

27313 — ITALY — Technical, scientific and professional books (medical, technical, engineering, business, etc.). Rosenberg & Sellier (importer, publisher), Via Andrea Doria 14, 10123 Torino. WTD 7/69.

281 Industrial chemicals

● **28100—IVORY COAST**—Urea, 420 tons; potassium chloride 1,145 tons; and dicalcium phosphate 10 tons. PALMIVOIRE (Service des Marches), B.P. 2049, Abidjan. Tender No. PALM 27. Offers must be submitted in French. Bid deadline 5 p.m., G.M.T. March 27. Bid documents may be obtained from the Ivory Coast Embassy, 2424 Massachusetts Ave., NW., Washington, D.C. 20036 (202-483-2400).

28151 — KOREA — One, four cyclohexanedimethyl alcohol. Quotations requested. Korea Hapsum Co., Ltd. (Korea Hapsum Chusik Hoesa) (importer, manufacturer), I.P.O. Box 2989, Seoul. WTD in preparation.

28152—IVORY COAST—Dyes for dyeing threads, cotton cloth, printed cloth and dyeing and printing on polyester based cloth. Correspondence requested in French. Ets. R. Gonfreville (manufacturer), B.P. 584, Bouake. WTD 9/69.

28185—KOREA—Trichloroisocyanurie acide —annual requirement estimated at 1,200 tons; dimethylformamide—annual requirement estimated at 800 tons. Quotations requested. Korea Hapsum Co., Ltd. (Korea Hapsum Chusik Hoesa) (importer, manufacturer), I.P.O. Box 2989, Seoul. WTD in preparation.

28191—FINLAND—Ammonia (NH_3) to be used as raw material for acrylic nitrile. Mr. Hakan Luhr, Sateri Osakeythio (manufacturer), Sandviksgatan 2 C, Helsinki 18. WTD in preparation.

283 Drugs

28310—SPAIN—Biological products. Labora-

torios Lafarquim, S.A. (manufacturer), Avenida de Aragon, 18, Madrid (17). WTD 1/70.

28330—SPAIN—Medicinals and botanicals. Laboratorios Lafarquim, S.A. (manufacturer), Avenida de Aragon, 18, Madrid (17). WTD 1/70.

28331—TAIWAN—Medicinal chemicals, particularly, plasma expander, e.g., P.V.P., gelatin, dextran. Great Union Trading Co., Ltd. (importer, distributor, agent), 2 Lane 20, Chungshan N. Rd., Sec. 2 (P.O. Box 22182), Taipei. WTD in preparation.

28340 — SPAIN — Pharmaceutical preparations. Laboratorios Lafarquim, S.A. (manufacturer), Avenida de Aragon, 18, Madrid (17). WTD 1/70.

28340—TAIWAN—Pharmaceutical preparations for human use. Great Union Trading Co., Ltd. (importer, distributor, agent), 2 Lane 20, Chungshan N. Rd., Sec. 2 (P.O. Box 22182), Taipei. WTD in preparation.

28349 — SWITZERLAND—Pharmaceutical preparations for veterinary use. PRIM-PAC, W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

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284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28423—IVORY COAST—Specialty cleaning and sanitation products, aerosol type: anti-dust, anti-stain, water repellent, similar chemical preparations. Correspondence requested in French. Societe Africaine de Representation en Droguerie et Outillage (S.A.R.D.) (importer, distributor, retailer), S.A.R.D., B.P. 302, Abidjan. WTD 11/69.

28424—GERMANY—Automobile body polish, cleaners. C.i.f. European ports. Direct purchase and agency. ELTA Vertriebs GmbH Tatje & Co. KG (importer, agent, exporter), 1 Walterstr., 492 Lemgo/Lippe. WTD 7/69.

287 Agricultural chemicals

28712 — SWITZERLAND — Ready mixed fertilizers, bulk. PRIM-PAC, W. Klaus, (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

28790 — SWITZERLAND — Agricultural pesticides, new compositions. PRIM-PAC, W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

329 Abrasive, asbestos, nonmetallic mineral products

32932 — GERMANY — Metal and/or metal asbestos gaskets. Price quotations c.i.f. Hamburg or Bremen. Kempchen & Co. GmbH (importer, distributor), 4 Alleestr., 42 Oberhausen. WTD 6/69.

32950—SOUTH AFRICA—Wyoming bentonite, approximately 300 tons annually in 50 ton shipments. Industrial Supply Co. (Pty.) Ltd. (distributor), 8 Carlisle St., Paarden Eiland, Cape Province. WTD in preparation.

331 Steel mill products

33167—HONG KONG—Steel waste (antimagnetic, minimum thickness 0.8 mm., for making watch-cases. Lakhang Co. (importer, distributor, manufacturer, retailer), 12/F, 58-64, Stanley St., P.O. Box 13635. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—INDIA**—Supply of copper covered steel wire size 3.25 mm dia. Grade 1, 40% conductivity to BSS:4087/1966 or its equivalent. Tender No. ES10/202/30/128/Cell-1140. Bid deadline March 31. Contact Director General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi-1, India. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. D/ENQ/32.

● **33500—PAKISTAN**—Supply of cables, 660/110 volt grades of various specifications. Tender No. CM-50/1159/68-69. Bid deadline April 6. Contact General Manager, Khulna Shipyard, Ltd., Rupsa, Khulna, East Pakistan. Cable, "SHIPYARD," Khulna.

342 Cutlery, hand tools, general hardware

34232—PANAMA—Agricultural hand tools. Casa Joaquin, S.A. (importer, distributor), P.O. Box 6655, Panama 5, R.P. WTD 2/70.

34294—PANAMA—Builders' hardware. Casa Joaquin, S.A. (importer, distributor), P.O. Box 6655, Panama 5. WTD 2/70.

343 Heating apparatus, plumbing fixtures

34320—SPAIN—Lawn sprinklers. Compania de Riegos por Aspersion, S.A. (CORIASA) (importer, distributor), Segre, 7, Madrid (2). WTD 1/70.

344 Fabricated structural metal products

● **IVORY COAST**—Supply of 66,500 meters of hexagonal mesh fencing, 13 mm thick in a roll of 1 meter and 50 centimeters in height (Lot 16). Bid deadline March 27. Offers must be submitted in French. Bid documents may be consulted at the Ivory Coast Embassy, 2424 Massachusetts Ave., NW., Washington, D.C. (Tender No. PALM 27). Purchaser is PALMIVOIRE (Service des Marches), B.P. 2049, Abidjan.

34443 — SWITZERLAND — Steel van containers, 20 feet long, for dry cargo, with side doors. Gebruder Tuchschmid AG (distributor, manufacturer), Bahnhofplatz, 8500 Frauenfeld. WTD 2/70.

34490 — SWITZERLAND — Prefabricated greenhouses, parts of construction of greenhouses made from steel. Direct purchase and agency. Bacher AG; Attn: Mr. Meyer (agent, manufacturer), Baselstrasse 28-32, 4153 Reinach. WTD 3/69.

347 Coating, engraving, allied services

34790—YUGOSLAVIA—Galvanizing equipment for production of patterned metal sheets (sheet sizes 0.20-1.20 mm of thickness; 4-400 mm width); equipment for decorative coating of 10-20 mm wide aluminum strips with silver, copper, gold, PVC and lacquers. Rudnap, Export-Import (importer), Vuka Karadzica 6, Belgrade. Attn: Mr. B. Stepic. WTD in preparation.

351 Engines, turbines

● **35100—ARGENTINA**—Supply and install two each 75 MW steam turbo-generators for the Central Pilar power plant. Financing of this project will be met by resources of the Provincial Government. Tender No. 905; bid deadline June 25. Specifications available for approximately $350.00 (U.S.) from the Empresa Provincial de Energia de Cordoba, Av. Gral. Paz 374, Cordoba, Province of Cordoba, Argentina. Copy of firms 1968 balance sheet, in Spanish, are available for reference only from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 (202-967-4241).

353 Construction, mining, materials handling machinery, equipment

● **35300—INDIA**—U.S. plant and equipment for constructing a wetgrinding mica mill in South India. Cost for the project is estimated at $65,000. Mr. K. Raghunadha Reddy, Proprietor. Micaceous Industries, 11-C, Mowbrays Road, Madras-18. India.

● **35300—URUGUAY**—40 to 60 fork lift trucks with a lifting capacity of approximately 2,000 kilograms, with parts and accessories. Tender No. I.B.I.B.; bid deadline April 14. Only firms or individuals established in Uruguay may participate in public bids. Administracion Nacional de Puertos, Rambla Franklin D. Roosevelt No. 160, Montevideo. Copies of the specifications are available on a short term loan basis to firms domiciled in the U.S. from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35340—FINLAND—Large, high-speed elevators for high rise apartment, office buildings; approximately 50 elevators per yr. Service facilities, spare parts must be readily available. Mr. V. Ahtee, Construction and Planning Dept., HAKA (construction company), Helsingin Asuntokeskuskunta HAKA, Hameentie 68, Helsinki 55. WTD in preparation.

354 Metalworking machinery

● **35400 — BURMA** — Metalworking equipment, including: five 2 HP lathes, five double ended tool grinders, 20 double ended bench grinders, 15 bench drills, two radial drills, light

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pedestal valve refacing machines, eight 300 amp AC welders, 13 gas welding and cutting torch sets, and miscellaneous automotive repair shop equipment. Tender No. 8026-1(T)MCY/RTB (69-70); bid deadline Mar. 31. The Chairman, Road Transport Board, Rangoon. Copies of Tender documents are available from the Metalworking Equipment Division, BDSA-649, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5652). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

354 Metalworking machinery

35413 — ITALY — Latest and/or most-advanced gear hobbers; splined shaft, bevel, spiral bevel and straight bevel gear cutting machines. F.I.M.P.A. (importer, manufacturer), Corso Grosseto 81, 10147 Torino. WTD 2/69.

35484 — ITALY — Diagnostic equipment for automobile repair shops. F.I.M.P.A. (importer, manufacturer), Corso Grosseto 81, 10147 Torino. WTD 2/69.

355 Special industry machinery

● **35500 — SINGAPORE** — Supply and installation of sewage pulverizers at the Jurong Main Pumping Station for the Jurong Sewage Scheme. Tender No. SQS/WB/87/70/1; bid deadline March 31. Senior Quantity Surveyor, Public Works Dept., P.O. Box 9009, High St., Singapore 6, Singapore. Limited information is available from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35500—TURKEY**—Design, manufacture, supply, erection and putting into operation the following equipment needed for 52,000 kw Kadincik II hydro-electric plant: hydro-mechanical equipment, intake gates, diversion gates, dam radial gates and stop logs, trash rake, steel lining, steel conduit, penstock, butterfly gates and steel surge tank. Tender No. 1. Application to obtain bidding documents should be submitted as soon as possible and include a list of items applicant desires to bid for together with technical literature applicable thereto. Application to bid should be submitted to the consulting engineers, SYNDIBEL, Rue de Naples 38, 1050 Brussels, Belgium, with one copy to Cukurova Elektrik A.S., P.K. 239, Adana, Turkey.

35513 — SWITZERLAND — Plastic film packaging machines, for meat, sausages. PRIM-PAC, W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

35591—SPAIN—Machinery and equipment for pharmaceutical manufacturing industry. Laboratorios Lafarquim, S.A. (manufacturer), Avenida de Aragon, 18, Madrid (17). WTD 1/70.

35595—FRANCE—Machinery for manufacturing electrolytic fixed capacitors. Correspondence requested in French. Szilagyi Jean (distributor), 150 cours du General de Gaulle, 33 Gradignan. WTD 2/70.

356 General industrial machinery

● **35600—SOUTH AFRICA**—30 ton scrap melting furnace for mold foundry. Tender No. V 179; bid deadline Mar. 31. The Head, Capital Buying, South African Iron and Steel Industrial Corp. (ISCOR), Ltd., P.O. Box 450, Pretoria, Transvaal. Tender documents are available from ISCOR on deposit of $1.40 per copy which will be refunded on receipt of a bona fide bid.

35690 — GERMANY — Automatic sprinkler systems for greenhouses, other technical equipment for professional gardening. Hermann Dill (importer, agent), D-7000 Stuttgart-Vaihingen, Krehlstrasse 6. WTD 11/69.

35690—SPAIN—Sprinkler systems, all types. Compania de Riegos por Aspersion, S.A. (CORIASA) (importer, distributor), Segre, 7, Madrid (2). WTD 1/70.

35690—REPUBLIC OF SOUTH AFRICA—Filters and strainers for swimming pools. Poolpal Enterprises (Pty.) Ltd. (distributor, retailer), P.O. Box 4697, Johannesburg. WTD 2/70.

357 Office, computing, accounting machines

● **35700—TURKEY**—Supply of 10 automatic stamp obliteration machines, each min. ¼, max. ½ hp, 220 v, 50 hz, 1200-1250 rpm electric motor, adjustable to envelopes within ⅛ mm. thickness range, 24,000 pcs. per hr. cancellation capacity. Bid deadline Mar. 30. Invited by Post, Telegraph, Telephone Administration, PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ruzgarli Sokak, Catal Han, Ankara, Turkey. Airmailed specifications available at U.S. $6.50 each from Modern Translation Bureau, Karanfil Sokak 49/2, Ankara, Turkey.

358 Service industry machines

35852—SWITZERLAND—Room air conditioners. PRIM-PAC, W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

35857 — GERMANY — Automobile air conditioners and ventilators. C.i.f. European ports. Direct purchase and agency. ELTA Vertriebs GmbH Tatje & Co. KG. (importer, agent, exporter), 1 Walterstr., 492 Lemgo/Lippe. WTD 7/69.

361 Electric transmission, distribution equipment

● **36100—KOREA**—Supply of 7 pneumatic ribbon type receiver indicators; 7 liquid level transmitters; 40 cyclean units. Tender No. SCL-0018-P (Part I, items 2, 3, and 4); bid deadline Apr. 2. Invited by the Office of Supply, Government of the Republic of Korea, Seoul, Korea. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

● **36100—BRAZIL**—Supply prequalification information required for supply of power circuit breakers, air disconnect switch, current transformers, coupling capacitor p. device, lighting arrestor, wave trap, bus duct. Bid deadline is April 7. Information desired by Central Electtica De Furnas S/A, Rua Sao Jose 90-3rd Floor, Rio de Janeiro, GB-ZC 21, Brazil. Information available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241).

362 Electrical industrial apparatus

● **36200 — ECUADOR** — Supply two diesel electric groups of 1,200 to 1,500 KW each; auxiliary equipment; gage boards, etc.; one each, 3,750 KVA transformer; spare parts. Tender No. Part I; bid deadline April 3. Specifications available for approximately $30.00 nonrefundable includes airmail charge from Secretario General del Instituto de Electrificacion (INECEL), Anenide 10 de Agosto, 817 Y Calle Riofrio, Quito, Ecuador (202-976-4241).

363 Household appliances

36320—IVORY COAST—Household refrigerators, freezers. C.i.f. Abidjan. Correspondence requested in French. Henri Cohen (importer, retailer), Societe Ivoirienne d'Electro-Menager, SIDEMA, B.P. 20539, Abidjan. WTD 10/69.

36340—IVORY COAST—Electric fans, electric razors, other small household appliances. Correspondence requested in French. Henri Cohen (importer, retailer), Societe Ivoirienne d'Electro-Menager, SIDEMA, B.P. 20539, Abidjan. WTD 10/69.

36393—IVORY COAST—Dishwashing machines; floor waxing, polishing machines. Correspondence requested in French. Henri Cohen (importer, retailer), Societe Ivoirienne d'Electro-Menager, SIDEMA, B.P. 20539, Abidjan. WTD 10/69.

364 Electric lighting, wiring equipment

● **36400—TRINIDAD**—Supply 4,000 each 2x20 watt fluorescent street lighting fittings. Tender No. 1873; bid deadline April 10. The Purchasing Officer, Trinidad & Tobago Electricity Commission, 63, Frederick St., Port-of-Spain, Trinidad, W. I. Specifications available from the Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230 ★(202-967-4241). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

365 Radio, television receiving sets

36511—GERMANY—Am and fm radio receivers, stereo and/or hi-fi; radio sets as part of electronic audio systems for home entertainment. Lissner-Electronic (distributor), 1 Berlin 15, Fasanenstr. 26. WTD 12/68.

36514 — GERMANY — Record players for home entertainment, stereo and/or hi-fi, portables; am and fm tuners; tape recorders, stereo and/or hi-fi; also tape recorders for prerecorded tapes. Lissner-Electronic (distributor), 1 Berlin 15, Fasanenstr. 26. WTD 12/68.

36515 — GERMANY — Stereo and/or hi-fi loudspeakers and loudspeaker systems for home entertainment. Lissner-Electronic (distributor), 1 Berlin 15, Fasanenstr. 26. WTD 12/68.

366 Communication equipment

36622 — FRENCH WEST INDIES — Television broadcasting station, I to 2.5 KW. Standard K—O.I.R.T. C. Bergeron (broadcasting), 49 Rue Robespierre, Fort-de-France. WTD in preparation.

36623 — SWITZERLAND — Electric traffic signals, complete systems. PRIM-PAC, W. Klaus (importer, distributor, agent), Brauerstrasse 33, 8004 Zurich. WTD 1/70.

367 Electronic components, accessories

36730 — ISRAEL — Transmitting electronic tubes and assemblies for radio, television. Interested in offers from manufacturers only. Palestine Radio Co. (importer, distributor, wholesale, agent), 18 Nahlat Benjamin St., Tel Aviv. WTD 8/69.

36742—ISRAEL—Transistors for radio, television industry. Interested in offers from manufacturers only. Palestine Radio Co. (importer, distributor, wholesale, agent), 18 Nahlat Benjamin St., Tel Aviv. WTD 8/69.

36743—ISRAEL—Diodes and rectifiers for radio and television industries. Interested in offers from manufacturers only. Palestine Radio Co. (importer, distributor, wholesale, agent), 18 Nahlat Benjamin St., Tel Aviv. WTD 8/69.

369 Electrical machinery, equipment, supplies

36930—TAIWAN—X-ray equipment, physiotherapy equipment. Great Union Trading Co., Ltd. (importer, distributor, agent), 2 Lane 20, Chungshan N. Rd., Sec. 2 (P.O. Box 22182), Taipei. WTD in preparation.

373 Ship building, repairing

37313 — EL SALVADOR — One used, self propelled landing barge, approximately 180 tons capacity, powered by diesel motor and equipped with winch and boom for lifting capacity of at least 20 tons. Supplier must furnish complete specifications. Rafael Mejia Fernandez (importer, agent), P.O. Box (Apartado Postal) 330, San Salvador. WTD in preparation.

379 Transportation equipment

37992—SWITZERLAND—Movable assembly racks, perforated wall, approx. length 40 in. Gebruder Tuchschmid AG (distributor, manufacturer), Bahnhofplatz, 8500 Frauenfeld. WTD 2/70.

381 Engineering, laboratory, scientific, research instruments

38112—TAIWAN—Laboratory instruments, all types. Great Union Trading Co., Ltd. (importer, distributor, agent), 2 Lane 20, Chungshan N. Rd., Sec. 2 (P.O. Box 22182), Taipei. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

38216 — GERMANY — Soil moisture tester, other technical equipment for professional gardening. Hermann Dill (importer, agent), D-7000 Stuttgart-Vaihingen, Krehlstrasse 6. WTD 11/69.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

384 Surgical, medical, dental instruments

38410 — TAIWAN — Surgical instruments, electro-diagnostic equipment. Great Union Trading Co., Ltd. (importer, distributor, agent), 2 Lane 20, Chungshan N. Rd., Sec. 2 (P.O. Box 22182), Taipei. WTD in preparation.

38430 — TAIWAN — Dental instruments, equipment. Great Union Trading Co., Ltd. (importer, distributor, agent), 2 Lane 20, Chungshan N. Rd., Sec. 2 (P.O. Box 22182), Taipei. WTD in preparation.

387 Watches, clocks, parts

38711 — GERMANY — Preset clocks for ranges, other appliances. MOTOCO GmbH (importer, distributor, agent), D-7000 Stuttgart-O., Ameisenbergstrasse 36. WTD 11/69.

394 Toys, amusement, sporting goods

39410—ISRAEL—Games, toys and novelties, all kinds. Correspondence requested in French. Yehuda Laniado (importer, distributor, wholesale, exporter), 10 Adam Hacohen St., Tel Aviv. WTD in preparation.

39490—SPAIN—Sporting and athletic goods in general, but especially hunting and fishing tackle and equipment. Borchers, S.A. (importer, distributor), Apartado Postal #22, Guernica, Vizcaya. WTD 2/70.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

FRANCE—The French steel company, Wendel-Sidelor, through its subsidiary, Societe Lorraine de Laminage Continu (SOLLAC), intends to build a modern **steel mill** with a 7.5 million ton annual capacity at the Mediterranean port of Fos-Sur-Mer, near Marseilles. This project, which involves considerable infrastructure investments, was agreed to by the Government of France at a meeting of the Council for the Development of the Territory (Conseil restreint d'amenagement du territoire) on December 11, which was presided by President Pompidou.

According to Jean Rene Ulrich, an assistant of Jacques Ferry head of the trade association of French steel producers (Chambre Syndicale de Siderurgie), some of the financial arrangements and participation of other firms on the project remains pending. Work on the project is to begin in the future and the plant may be in production by 1973 although capacity, 7.5 million tons, will not be reached for several years. The project calls for an investment of 6.5 billion francs ($1.182 billion) and will employ 11,500 people. The port of Fos is being equipped to handle ships of up to 300,000 tons.

The new steel complex will consist of 3 large blast furnaces, each 150 meters high, for which the engineering is being done by a Japanese group. The blast furnaces will be fed with coke and sintered ores produced in adjacent facilities. An oxygen steel producing unit with 3 converters will supply through slabbing and possibly through continuous casting a hot wide strip mill which will be the largest in Europe with a capacity of 6 million metric tons and width comparable to the newest wide strip steel mills.

The plant will also contain a plate rolling mill, as thick plate could not be rolled on the wide strip mill. Ultimately there will be a cold rolling mill for cold rerolling of coils sold to the automobile and the tinplate industries.

The hot rolling mill could be used by Ugine-Kuhlmann, a leading French high grade steel and stainless steel manufacturer and reroller, who will build a plant close to the Wendel-Sidelor project. The project is not in conflict with the development of another steel complex at Dunkirk, as it will only go into production after Dunkirk has reached full capacity.

GREECE—The Minister of Coordination announced the Government of Greece's plans to establish **two beet sugar refining plants** in Northern Greece, one at Toxotes and the other at Orestias. Each of these plants would have a processing capacity of 360,000 metric tons of beetroots and an output capacity of 45,000 tons of sugar per annum.

There are three sugar refineries in N. Greece-Larissa, Platy and Serres. They have a combined output capacity of 135,000 tons, which will be increased to 160,000 tons in 1971 when the expansion of their facilities, currently underway, is complete. Consumption requirements in sugar are estimated at between 160,000 and 165,000 tons. These requirements are officially anticipated to pass the 200,000 ton mark by mid-1970's, by which time the planned refineries would have been completed. According to the Ministry of Coordination's release, Toxotes' refinery would be completed in the crop year 1972-1973 and that of Orestias in 1975-1976. According to official sources, no preliminary or feasibility reports have been prepared in connection with either plant, nor is there an official cost estimate available.

The project will probably be financed by the Government of Greece, public investment funds

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From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," revised April 1969 by U.S. Department of Commerce

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and the contractor may be required to accept deferred payment terms.

According to the Ministry of Coordination's release, the tenders for the construction of this turn-key project will be invited during 1970 by the Hellenio Sugar-Industry, S.A., 26 Metropoleos St., Thessaloniki, a Government-controlled agency that operates and manages the existing sugar refineries.

VENEZUELA—Dr. Diego Enrique Arria, President of the Corporacion Nacional de Hoteles y Turismo (CONAHOTU—National Corporation of Hotels and Tourism), has announced that **three major new tourist hotels** are soon to be constructed in Caracas with the cooperation of CONAHOTU.

The principals for these hotel projects are as follows: Dr. Luis Vallenilla, President, C.A. Venezolana de Desarrollo (CAVENDES), Edificio Mene Grande-Piso 7, Avenida Francisco de Miranda, Caracas, Venezuela (this hotel is to be under a Holiday Inn franchise). Sr. Alfonso Munk Pacin, Director-Manager, Melia Venezuela S.A., Centro Profesional del Este—Oficina 25, Calle Villaflor, Sabana Grande, Caracas, Venezuela (Melia is also considering the construction of six additional hotels in Venezuela). Sr. Miguel Angel Capriles details handled by Dr. David Brillembourg, Inversiones Capriles, Edificio Torre de La Prensa, Plaza del Panteon, Caracas, Venezuela.

Dr. Arria will meet and guide representatives of U.S. firms interested in supplying equipment for the construction of these three hotels or for the planned **refurbishing and renovation of hotels now owned by CONAHOTU.** The present address for Dr. Arria is as follows: Dr. Diego Enrique Arria, President, CONAHOTU, Edificio CARS, Plaza de las Tres Gracias—Los Chaguaramos, Caracas, Venezuela.

Pakistan announces pipe line project and seeks applicants

Tenders are invited by the Government of Pakistan for the laying of distribution polyvinyl chloride pipe of 3-inch to 10-inches in diameter (including all specials, fittings, valves, etc.) for a distance of 60,000 feet. This tender is open to all firms of Pakistan and companies from countries which are members of the World Bank and Sweden. The foreign exchange component, if any, will be provided through the International Development Association and the Government of Sweden, which have extended credit for this project. Bid deadline April 6.

Tender documents are available for a non-refundable 50Rs (approximately $10.50), plus $2.00 airmail postage, per copy, from the Director, Procurement and Stores, Greater Lahore Water Supply, Sewerage and Drainage Project, Lahore Improvement Trust, 4/A Gulberg V, Lahore, West Pakistan. Cable address is PEEDEELIT, Lahore, Pakistan.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Athens tourist complex now open for bidding

The Rizarios Seminary of Athens, has invited repetitive bids for the construction, outfitting and operation under a 30-year concession agreement of a tourist complex at its 17,800 sq. m. (4.4 acre) plot located across from the Athens Hilton Hotel in a fashionable district of Athens. Bidding proposals must be submitted by April 30. The expenses and the construction and equipment of the complex have been estimated at approximately 600 million drachmae (US$20 million).

Interested parties must submit, not later than April 30, proposals to undertake at their own expense, to construct and equip such a tourist complex and thereafter to exploit it on payment of rent based on percentages of gross operating revenue.

Amendments to the tender (see INTERNATIONAL COMMERCE, June 23, 1969, p. 39) have been made to make this project more attractive to prospective investors. Certain changes aimed at improving the bidding terms and conditions have been effected. Principal changes concern the objectives of the tender; i.e. the bidders are given freedom in the selection of the facilities that they would be willing to construct and outfit, at their own expense, and operate for 30 years under a concession which can be extended by another 10 years. Further, the amount of the bid bond has been reduced from $500,000 to $333,333.

A limited number of these amendments are available for loan from the Construction and Building Materials Division, BDSA-645, Room 4813, Department of Commerce, Washington, D.C. 20230 ★(202-967-3602). One set of the original tender documents is available for review in this office.

Additional sets of the initial document and the addendum may be obtained directly from the issuing agency, the Rizarios Seminary, 24 Vasilissis Sophia Ave., Athens, Greece, for 200 drachmae (US$6.70) per copy, plus $20.00 for postage (printed matter).

Pakistan issues tender on scientific instruments

Pakistan invites bids for 222 items in various quantities of scientific instruments and equipment including: meters, valves, thermostats, heat exchangers, evaporators, thermocouple wires, millivolt meters, balances, gas generators, stands and bench blowpipes, aspirator bottles, hydrometers, electrolysis apparatus, desiccators, petri dishes, condensers, atomic models, planimeters, rods and ranging poles, engineer's chain, steel tapes, drafting machines, drawing instruments, scales, triangles, protractors, and beam compass.

Also, pyrometers, venturimeters, manometers, stop watches, current meters, pressure and vacuum gages, chemical balances, sheaves; wood, iron and brass balls, barometers, weights, stopcocks, shear legs, beams reaction apparatus, gyroscopes, mirrors, lens, frequency tuning forks, water motor and wheels, telescopes, and more.

The Tender No. is S-9/196/SCI/68-69/Group-5/IDA/M; bid deadline is April 20. Bids are invited by and should be submitted to the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: "SUPPLY," Dacca. The procurement will be financed by IDA credit No. 87 (Pak).

Terms and specifications are available on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

Cyprus to seek bidding on electrical facilities

The General Manager & Chief Engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia, Cyprus, has issued Tender 1895/16 REF: E/787/663/70 with a bid deadline of April 15.

Bidding is for the manufacture, supply, testing, packing, delivery, erection and commissioning and maintenance for 12 months of a plant to be installed and interconnected to an existing system in Cyprus, and is comprised of 5 each 66/11 KV, 15 MVA substation transformers, two 11 KV, 350 MVA switchboards, 26 goal post structures—20, 26 and 32 feet high, 4 each 132 KV isolators, ten each 66 KV isolators, 3 each, 66 KV circuit breakers, 13 each 66 KV/110V capacitor V.Ts, 60 each C.Ts, 6 each 66 KV surge diverters, 4 each sets distance protection, sundry post insulators and all necessary fittings.

Tender documents may be obtained from the Electricity Authority of Cyprus on receipt of approximately $48.00 (U.S.) for a set of four contract documents. Tenders are to be submitted in duplicate (202-967-4241).

Iran extends bid deadline

The Iranian State Railways has extended the bid deadline on Tender No. 1149/48 for the supply of field and desk telephone sets from March 7, 1970 till April 20, 1970. (See INTERNATIONAL COMMERCE, Feb. 16, p. 34, and *Commerce Business Daily*, Feb. 12, p. 22).

Visiting Buyers and Officials

NORWAY—Gunnar Pedersen, representing Gunnar Pedersen A/S, Osterdalsgaten 1, Oslo 6, **interested in purchasing needlework and embroideries.** March 1 via New York for 2 weeks. c/o The Export Council of Norway, Norway House, 290 Madison Avenue, New York, N.Y. 10017. Itinerary: New York, N.Y. WTD 1/70.

SINGAPORE—Doshi Nagindas Jaysukhlal, Vipin Co., 22-A Robinson Road, Singapore 1, **interested in importing carpets, wall papers, household linens, furnishing materials, hotel supplies.** 1st week of March via Honolulu for 1 month. c/o Jack Ernest, Trend Mills of Georgia, P.O. Box 162, Rome, Ga. 30161, phone (404) 234-9461. Itinerary: San Francisco, Los Angeles, Atlanta, New York, Philadelphia. WTD 9/67 under revision.

New Books and Reports

INTERNATIONAL MARKETING INFORMATION SERVICE

Latest IMIS reports are:

Exhibitor's Export Market Guides (*for U.S. Trade Center shows and special exhibits*): Frankfurt—Marine and Shipbuilding Equipment, June 8-12. IMIS 70-1. 5pp. 10 cents.

Mexico City—Advanced Business Equipment, Nov. 9-13. IMIS 70-3. 4pp. 10 cents.

Paris—Industrial Assembly Equipment, Oct. 19-23. IMIS 70-5. 3pp. 10 cents.

World Markets for U.S. Exports. Materials Handling Equipment, Switzerland. IMIS 69-132. 5pp. 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Bolivia. OBR 69-61. 11pp. Gives general information on population, climate, employment, geography and Government; then studies the economic structure, including the national income account, agriculture, manufacturing and other major industrial sectors, transportation, investment, finance and economic development programs; then reviews foreign trade.

Market Factors in Colombia. OBR 69-62. 22pp. Describes the scope and nature of the Colombian market; outlines the various sources of competition, including Government factors, business factors and international assistance; then provides a market analysis of selected commodities which are considered to have the best sales prospects in Colombia.

Market Factors in Austria. OBR 69-63. 12pp. Contains the same basic types of information as OBR 69-62, above.

Basic Data on the Economy of Peru. OBR 69-65. 24pp. Contains the same general categories of information as OBR 69-61, above.

Digest of African Countries' Economic Development plans. OBR 69-66. 32pp. Summarizes the plans of 26 nations, including: Botswana, Cameroon, Central African Republic, Chad, Dahomey, Ethiopia, Gabon, Gambia, Ghana, Guinea, Ivory Coast, Lesotho, Libya, Mauritius, Morocco, Niger, Rwanda, Senegal, Somalia, Swaziland, Tanzania, Togo, Tunisia, Uganda, Upper Volta and Zambia.

Basic Data on the Economy of Burma. OBR 69-71. 11pp. Contains the same general categories of information as OBR 69-61, above.

Basic Data on the Economy of the Netherlands Antilles. OBR 69-73. 8pp. Contains the same type of information as OBR 69-61, above.

Selling in Switzerland. OBR 69-75. 11pp. Maps the road to selling, including import channels and requirements, distribution practices, transportation, ports and storage facilities; commercial practices such as quotations and terms of payment, wholesale and retail channels, consumer financing and trade customs; and the various marketing aids that are available—advertising media, market research and trade organizations, and U.S. aids to exporters to this market.

Selling in Italy. OBR 69-76. 12pp. Contains the same types of information as OBR 69-75, above.

Foreign Trade Regulations of Ireland. OBR 69-78. 7pp. Reviews Ireland's trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, non-tariff import controls and export controls, as well as U.S. controls affecting trade with Ireland.

Foreign Trade Regulations of the East African Community (Kenya, Tanzania and Uganda). OBR 69-79. 8pp. Contains the same types of information as OBR 69-78, above.

Foreign Trade Regulations of Hong Kong. OBR 69-80. 10pp. Contains the same types of information as OBR 69-78.

Foreign Trade Regulations of the United Arab Republic. OBR 69-81. 8pp. Contains the same basic information as OBR 69-78, above.

Foreign Trade Regulations of Paraguay. OBR 69-82. Contains the same basic information as OBR 69-78, above.

Establishing a Business in Ghana. OBR 69-84. 10pp. Reviews Ghana's investment climate, legislation governing investment, forms of business organization, industrial property rights protections, labor force and customs, applicable taxes, availability of capital and basic economic facilities.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Korean Business Directory 1970.* Published by Korean Chamber of Commerce and Industry. 310 pp. ($7 including surface mail, $12 by airmail.)**

This directory contains a comprehensive listing of firms throughout Korea engaged in trade and industry as well as a listing of trade associations, service facilities, and other firms not directly engaged in production and trade. There is also an alphabetical list of commodities, cross-referenced to the firms which handle them.

The listing for each firm contains its address, telephone number, cable address, date of establishment, capitalization, a bank reference, number of employees, types of business, and commodities handled. This guide should be of general interest to U.S. firms doing or contemplating business in Korea.

Write: Korea Chamber of Commerce and Industry, CPO Box 25, Seoul, Korea.

***Patents, Trade Marks & Designs in Central and South America: 1969.* Published by Obligado y Cia. Lda., Buenos Aires, Argentina. 111pp.**

This is the most recent edition of this law firm's booklet on patent, trademark, and industrial design law and practice in 24 Latin American countries. Published since 1957, it contains summary information on these subjects, including countries' trademark classifications and is intended as a practical guide to attorneys and others interested in legislation which is in force in these countries. Information also appears on these countries' membership in international patent and trademark conventions.

Write: Obligado Cia., Lda., Paraguay 610, Buenos Aires, Argentina.

***Organizing the Worldwide Corporation.* Business International, New York. $60.**

This report is designed to help corporations to achieve more efficient allocation of their resources in personnel, technology and funds—and to insure proper coordination of executive decisions in both foreign and domestic markets. It examines the answers found by 100 leading U.S. and European corporations—large and small—to scores of crucial questions of international organization.

Write: Business International, 757 Third Ave., New York, N.Y. 10017. (212-759-7700).

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Calendar *for international traders*

AURORA, IND.—Mar. 23—Monthly meeting of the National Federation of Business and Professional Women's Club. **Speaker: Dr. Felix Turel, International Trade Specialist, Cincinnati Field Office.**

BOSTON—Mar. 31—Annual meeting of the Foreign Commerce Club of Boston, International House, 470 Atlantic Ave., 5:30 p.m.

BRISTOL, CONN. — Mar. 16 — Export seminar on Insurance of Export Transactions, 7 p.m. to 9 p.m., at the Bristol Chamber of Commerce, 81 Main St. Sponsors: Bristol Chamber of Commerce, REEC, and Commerce's Hartford Field Office.

CHICAGO—Mar. 18—Chicago Midwest Credit Management Assn. meeting, Bismarck Hotel.

CHICAGO—Apr. 7—Automotive Exporter's Club of Chicago meeting, Builder's Building.

CLEVELAND — Mar. 25 — Export Workshop — Documentation — 10 a.m. to 12 noon, Conference Room, Greater Cleveland Growth Assn. 690 Union Commerce Building, E. 9th Street & Euclid Avenue.

CLEVELAND—Apr. 3—Twenty-Fifth Annual Cleveland Trade Conference. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

DANBURY, CONN.—Mar. 17—Export seminar "Introduction to World Trade," 7 p.m. to 9 p.m., at the State National Bank of Connecticut, 330 Main Street. Sponsors: State National Bank, Danbury Chamber of Commerce, REEC and Commerce's Hartford Field Office.

DAYTON, OHIO—Mar. 18—Second Annual Export Trade Workshop—Last of eight sessions, University of Dayton. Sponsors: University of Dayton, REEC, Dayton World Trade Committee, and Commerce Field Office.

DETROIT—Mar. 17—Export Workshop, 10 a.m., Commerce Field Office, 533 Federal Bldg.

DETROIT—Mar. 19—World Trade Club of Detroit, Pick-Fort Shelby Hotel, 6 p.m.

DURHAM, N.H.—Apr. 1—Third Symposium on International Business and International Trade Day, The New England Center, noon to 9 p.m. Sponsors: International Center of New England and New Hampshire Council on World Affairs.

FAIRFIELD, CONN.—Apr. 7—Export Managers of Bridgeport (Southern Connecticut) luncheon, 12-2 p.m., Fairfield Motor Inn.

GALESBURG, MICH.—Mar. 24—Monthly meeting of Western Michigan Trade Club, 6 p.m., Inman's Restaurant.

HONOLULU—Mar. 18—'How to Get Started in Export-Import' workshop, 10 a.m., Commerce Field Office.

MEMPHIS—Mar. 17—World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS—Mar. 17—Export Workshop, National Bank of Commerce. Sponsors: REEC and Commerce Field Office.

MEMPHIS — Mar. 18 — Mid-South Exporters Roundtable on Export Credit, Royal Scots Lounge, Albert Pick Motor Inn.

MINNEAPOLIS—Mar. 18—Seminar on export licenses, Commerce Field Office, 3-5 p.m. **Speaker: Ken C. Miller, Commerce Field Office.** Sponsors: REEC, Commerce Field Office.

MOBILE — Mar. 13 — Seminar on "Australia—a Market for Licensing and Joint Venture Investments," Noon, Battle House Hotel. Speaker: Frank E. Rule, Director, New South Wales Center, New York. Sponsors: World Trade Committee of the Mobile Area Chamber of Commerce and the Alabama Export Council.

NEW ORLEANS—Mar. 16—Third of six weekly seminars on Export Financing and Credit Problems, 7:30 p.m., Louisiana State University in New Orleans. Sponsors: L.S.U., Louisiana-Mississippi REEC, Commerce Field Office.

NEW YORK — Mar. 17 — International Executives Association luncheon meeting, Hotel Statler Hilton, 7th Ave. & 33rd St. Speaker: John G. Hafkemeijer, Industrial Commissioner for the Netherlands.

NEW YORK—Mar. 18—Thirty-seventh annual Port of New York Dinner, Commodore Hotel, 7 p.m. **Speaker: Robert McLellan, Deputy Asst. Secretary of Commerce for Business Development.**

NEW YORK — Mar. 19 — Foreign Credit Interchange Bureau luncheon meeting for Chemical and Food Export Club, 12:15, Advertising Club, 23 Park Ave.

NEWARK—Mar. 18—Profits in Exports Meeting, Small Business Administration Office, 970 Broad St. Sponsors: Small Business Administration, REEC, Commerce's New York Field Office.

PITTSBURGH—Mar. 26—Export Workshop, Commerce Field Office, 2 p.m.

PROVIDENCE—Mar. 16 — Annual Rhode Island World Trade Conference, Biltmore Hotel, 4 p.m. Sponsors: World Trade Club of the Greater Providence Chamber of Commerce and the International Center of New England.

ST. LOUIS—Mar. 17—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors: REEC and Commerce Field Office.

SALINA, KAN.—Mar. 17—Export market development workshop, 9 a.m. to noon, and export documentation workshop, 2-4:30 p.m., Chamber of Commerce, 115 W. Iron. Sponsors: REEC and Commerce's Kansas City Field Office.

SAN FRANCISCO—Mar. 16—"Expanding Role of the United States in International Trade in the Seventies," Fairmont Hotel, 2 p.m. Speaker: William R. Trulock, Regional Manager, *Business International*. Sponsor: Foreign Trade Division of National Assn. of Secondary Material Industries.

SOUTH BEND, IND.—Apr. 23—Export Seminar—Notre Dame University, South Bend, Indiana.

TUSCALOOSA, ALA.—Apr. 7—Export Seminar — Marketing Techniques for Overseas—6:30 p.m., Tuscaloosa YMCA, sponsored by Industrial Management Club of Tuscaloosa.

WASHINGTON, PA.—Mar. 23—Export Luncheon Forum, noon, Holiday Inn. Sponsors: Washington Chamber of Commerce and Commerce's Pittsburgh Field Office.

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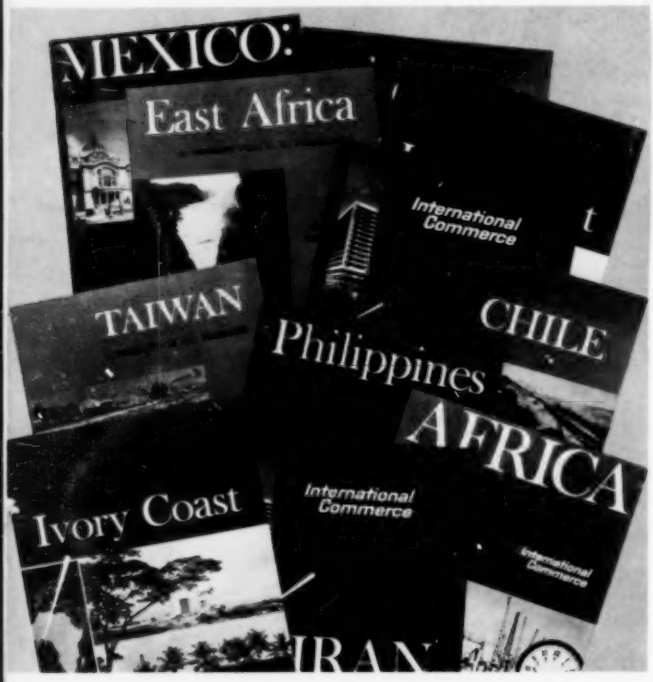

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- ☐ CENTRAL AMERICA, Trade & Invest. 96 pp. 60c. 1965.
- ☐ CHILE, A Market for U.S. Products. 126 pp. $1. 1966.
- ☐ EAST AFRICA, A Market for U.S. Products in Kenya, Uganda, Tanzania. 78 pp. 65c. 1966.
- ☐ GHANA, 114 pp. $1.25 1970
- ☐ IRAN, A Market for U.S. Products. 50 pp. 50c. 1966.
- ☐ IVORY COAST, A Market for U.S. Products. 87 pp. 65c. 1966.
- ☐ MALAYSIA/SINGAPORE. 110 pp. $1.25 1969.
- ☐ MEXICO, A Market for U.S. Products. 65 pp. 50c. 1966.
- ☐ NIGERIA, A Market for U.S. Products. 72 pp. 50c. 1964.
- ☐ PHILIPPINES, A Market for U.S. Products. 76 pp. 55c. 1965.
- ☐ TAIWAN, A Market for U.S. Products. 128 pp. 75c. 1967.

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